



Invitation to Bid for the Appointment of Service Provider

TO CONDUCT FEASIBILITY STUDIES FOR THE IMPLEMENTATION OF THE KNP GEF 7 ECONOMIC PROJECTS
WITHIN THE GREATER KRUGER (GK) BIODIVERSITY ECONOMIC NODE (BEN).

Bid Number	KNP-GEF7-005-24A
Advert Date	21 January 2025
Issuer	South African National Parks
Closing date and time	Date: 31 January 2025 Time: 11:00 am
Mandatory Briefing Session	Not Applicable

Bidders should ensure that bids are delivered timeously to the correct address. If the bid is late, it will not be accepted for consideration.

**THE BID BOX IS GENERALLY OPEN 5 DAYS A WEEK MONDAY TO FRIDAY FROM (08H00 - 16H00)(DURING OFFICE HOURS ONLY (07H00 – 16H00) AT THE BELOW PHYSICAL DELIVERY ADDRESS
SUPPLY CHAIN MANAGEMENT UNIT
PROCUREMENT OFFICE
SKUKUZA ADMIN BLOCK
KRUGER NATIONAL PARK**

ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS – **(NOT TO BE RE-TYPED)**

THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT7

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PART A
INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE SOUTH AFRICANNATIONAL PARKS				
BID NUMBER:	KNP-GEF7-005-24A	CLOSINGDATE:	31 January 2025	CLOSING TIME: 11H00 am
DESCRIPTION	THE APPOINTMENT OF A SERVICE PROVIDER TO CONDUCT FEASIBILITY STUDIES FOR THE IMPLEMENTATION OF THE KNP GEF 7 ECONOMIC PROJECTS WITHIN THE GREATER KRUGER (GK) BIODIVERSITY ECONOMIC NODE (BEN).			
BID RESPONSE DOCUMENTS MAY BE DEPOSITED IN THE BID BOX SITUATED AT				
<p>SUPPLY CHAIN MANAGEMENT UNIT PROCUREMENT OFFICE SKUKUZA ADMIN BLOCK KRUGER NATIONAL PARK</p> <p>NB: No proposal shall be accepted by SANParks if submitted to any address and manner other than as prescribed above.</p> <p>No Bids from any bidder with offices within the RSA shall be accepted if sent via the Internet or e-mail.</p> <p>SANParks reserves the right to award this bid to more than one (1) bidder based either on size or geographic considerations.</p> <p style="text-align: center;">There shall be no public opening of the Bids received.</p> <p>No late submissions will be accepted and SANParks will not be held accountable should your couriered document arrives late.</p>				
BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO			TECHNICAL ENQUIRIES MAY BE DIRECTED TO:	
CONTACT PERSON	Fhatuwani Matshili		CONTACT PERSON	Fhumulani Kevin Khobo
TELEPHONE NUMBER	(013) 735 4311		TELEPHONE NUMBER	
E-MAIL ADDRESS	Fhatuwani.Matshili@sanparks.org		E-MAIL ADDRESS	Fhumulani.khobo@sanparks.org
SUPPLIER INFORMATION				
NAME OF BIDDER				
POSTAL ADDRESS				
STREET ADDRESS				
TELEPHONE NUMBER	CODE		NUMBER	
CELLPHONE NUMBER				
E-MAIL ADDRESS				
VAT REGISTRATION NUMBER				

B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE				B-BBEE STATUS LEVEL SWORN AFFIDAVIT			
[TICK APPLICABLE BOX]				[TICK APPLICABLE BOX]			
<input type="checkbox"/> Yes		<input type="checkbox"/> No		<input type="checkbox"/> Yes		<input type="checkbox"/> No	
[A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE/ SWORN AFFIDAVIT (FOR EMES & QSEs) MUST BE SUBMITTED IN ORDER TO QUALIFY FOR PREFERENCE POINTS FOR SPECIFIC GOAL]							
2.1 ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES /WORKS OFFERED?				2.2 ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES /WORKS OFFERED?			
<input type="checkbox"/> Yes		<input type="checkbox"/> No		<input type="checkbox"/> Yes		<input type="checkbox"/> No	
[IF YES ENCLOSE PROOF]				[IF YES, ANSWER PART B:3]			
QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS							
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?				<input type="checkbox"/> YES		<input type="checkbox"/> NO	
DOES THE ENTITY HAVE A BRANCH IN THE RSA?				<input type="checkbox"/> YES		<input type="checkbox"/> NO	
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?				<input type="checkbox"/> YES		<input type="checkbox"/> NO	
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?				<input type="checkbox"/> YES		<input type="checkbox"/> NO	
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?				<input type="checkbox"/> YES		<input type="checkbox"/> NO	
<p>IF THE ANSWER IS “NO” TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 BELOW.</p>							

PART B
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 IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.**
- 1.3 THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, 2022, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.
- 1.4 THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7) AND/OR AN SLA.**

2. TAX COMPLIANCE REQUIREMENTS

- 2.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
- 2.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
- 2.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
- 2.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
- 2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
- 2.6 WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
- 2.7 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.”.

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID. NO FAXED OR EMAILED DOCUMENTS WILL BE ACCEPTED

SIGNATURE OF BIDDER: _____

CAPACITY UNDER WHICH THIS BID IS SIGNED:
(Proof of authority must be submitted e.g. company resolution)

DATE: _____

Bidders are not allowed to contact any other SANParks staff in the context of this tender other than the indicated officials under SBD1 above or as mentioned under “correspondences SBD 1 above or as mentioned under “correspondences

Non / Compulsory Briefing Session Compulsory	Contact Person: NOT APPLICABLE	
Bid Validity	Validity Period from Date of Closure:	120 Days
	The tender proposal must remain valid for at least 120 days after the tender due date. All contributions / prices indicated in the proposal and other recurrent costs must remain valid for the period of one hundred and twenty (120) days after closing date.	

CORRESPONDENCES - Queries

Should it be necessary for a bidder to obtain clarity on any matter arising from or referred to in this RFB document, please refer queries, in writing, to the contact person(s) listed above in SBD 1 or below. Under no circumstances may any other employee within SANParks be approached for any information. SANParks reserves the right to place responses to such queries on the website.

Any queries regarding the bidding procedure may be directed to:

Department: Supply Chain Management
Contact Person: SCM Manager: Mr. Fhatuwani Matshili
Tel: 013 735 4311
E-mail address: Fhatuwani.Matshili@sanparks.org

TERMS OF REFERENCE (ToRs)

1. BACKGROUND

INTRODUCTION TO SANParks

SANParks was initially established in terms of the now repealed National Parks Act, 57 of 1976 and continue to exist in terms of the National Environmental Management: Protected Areas Act, 57 of 2003; with the mandate to conserve; protect; control; and manage national parks and other defined protected areas and their biological diversity (Biodiversity). As a public entity, SANParks is also governed by the Public Finance Management Act, Act 1 of 1999 (as amended by Act 29 of 1999), and it is listed as Schedule 3 Part A: 25 public entities.

Our Vision is to have a world class system of sustainable National Parks reconnecting and inspiring society. Our Mandate is to deliver on our Conservation Mandate by Excelling in the Management of a National Park System. Our Mission is to develop, expand, manage, and promote a system of sustainable national parks that represents biodiversity and heritage assets, through innovation and best practice for the just and equitable benefit of current and future generations.

INTRODUCTION TO GEF 7

This GEF 7 project is supported by the World Bank and financed by the Global Environment Facility (GEF). The project aims “to leverage financial resources and improve capacity to implement the Biodiversity Economy and increase benefits from selected Protected Area landscapes to local communities”. The project will seek to transform South Africa’s wildlife economy to become inclusive and sustainable, supporting land reform beneficiaries and other communities in the project landscapes.

Biodiversity economy encompasses the businesses and economic activities that either directly depend on biodiversity for their core business or that contribute to the conservation of biodiversity through their activities. The biodiversity economy includes the wildlife economy, bioprospecting, and ecotourism and is implemented within biodiversity economic nodes (BENs)

The BEN concept is based on the following key objectives and result areas:

- Leveraging natural assets for development
- Exploiting locational advantage for economic development
- Creating enabling infrastructure to support sustainable development.
- Establishing commercial and pragmatic partnerships
- Empowering people with the necessary skills
- Instilling good governance and empowering capable institutions

The GK BEN through the GEF 7 Program aims to sustainably utilize the natural resources and cultural assets to grow a vibrant local economy for the benefit of the local people in a

responsible, participatory, and equitable manner. The following communities have been identified for the GEF 7 project within the KNP GEF 7 node:

At the GK BEN level, the Greater Kruger Strategic Development Programme (GKSDP) provides a broad partnership framework to address socio-economic and environmental challenges in a more coordinated and impactful way. This framework allows collective action to be taken in implementing joint social and economic investment initiatives that may be more effective because of the economies of scale that are created. The GKSDP strategic objectives therefore directly feed into this KNP GEF 7 node.

2. OBJECTIVES OF STUDY

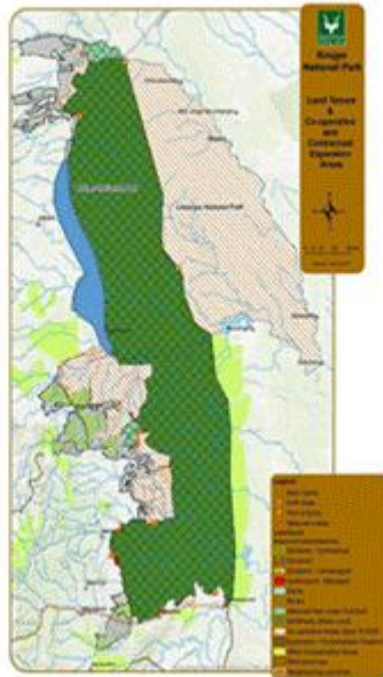
SANParks seeks to appoint a qualified service provider to conduct feasibility studies towards the implementation of the KNP GEF 7 node in line with the overall GEF 7 project outcomes.

- To build upon the extensive work already undertaken at this nodal level through the Greater Kruger Strategic Development Program (GKSDP), which identified amongst other interventions, key strategic objectives that inform decision-making; Theory of Change (ToC) with key identified pathways to deliver on long-term impacts identified across the GK - including project clusters, anchor projects and auxiliary projects thereof, enabling mechanisms including the need to guide the mobilization of finance/investment, and stakeholder engagements to ensure buy-in and good governance
- Based on the above and other relevant studies, to develop feasibility studies for the implementation of the KNP GEF 7 Biodiversity Economic Node in consultation with the Socio-Economic Workstream team of the KNP GEF 7 node.
- To develop viable bankable Business Plans based on prioritized economic projects within this KNP GEF 7 node.
- To make recommendations relating to access to markets, finance, and required skills development in line with scoped feasibility outcomes.
- To present a Risk Matrix and how to best respond to managing and overcoming such risks.
- Facilitating conservation-compatible businesses, communities, and livelihoods is indeed challenging, given the extensive barriers to rural business/investment development. There are multiple, diverse community-based small enterprises across the Greater Kruger landscape, inclusive of this specific KNP GEF 7 node, which contribute to the informal and formal economy in predominantly rural areas. Community-based businesses often struggle to expand their business footprint or grow organically because they not only lack specific technical knowledge, and access to resources and markets but also the very businesses or investments they embark on may not be viable from the outset or the partnerships they take on do not deliver on fair and equitable outcomes. This study aims to focus on opportunities and future impact as a guide to sustainable delivery.

3. AN OUTLINE OF THE TASKS TO BE CARRIED OUT (SCOPE OF THE SERVICES):

- To develop Feasibility Studies and Business Plans for the implementation of the KNP GEF 7 node.
- The scope of feasibility work covers the following spatial footprint:

Spatial orientation of KNP GEF 7 node



- Phalaborwa cluster – Doreen, Rhoda, Sheila, Paul
- Letaba ranch-Mthimkulu complex
- Mahumani & Ka-Sabulani
- Phalakupeni
- Hlomela
- Nindindani
- Mahlathi
- Muyexe
- Shangoni
- Gidjana
- Bevhula



- The GEF 7 project outcomes are anchored around inclusive conservation compatible rural economic development with key outputs including:
 - Supporting multi-stakeholder platforms to develop a shared vision for biodiversity economy nodes on land use and economic development.
 - Promoting and supporting SMMEs through incubation and value chain feasibilities, capacity building, and small grants programs (small business incubation)
 - Strengthening Governance capacity
 - Community Stewardship
- Envisaged benefits to be built upon, include sustainable utilization of natural resources, improved ecological infrastructure, entrepreneurship opportunities in the biodiversity, wildlife, and tourism economy as well as in the service support sector; employment through “green jobs” and benefits from ecosystem services such as improved water availability and quality in rivers, improving grazing lands for domestic livestock, sustainable harvesting and beneficiation of plant products through bioprospecting and wildlife products as applicable.

- The feasibility study and business plans must guide/inform the KNP GEF 7 Economic Workstream and spatial footprint's existing and potential beneficiaries on the following components:
 - Economic feasibility –cost-benefit analysis and the economic value of the project
 - Market feasibility; Supply Chains; and Value Chains (Present current market conditions)
 - Technical feasibility (suitability of the location)
 - Financial feasibility (Projections, cost implications, sound financial plan)
 - Indicative lifecycle project costs
 - Legal implications (Undertake a legal review to determine regulatory and permitting requirements, and environmental authorisations)
 - Risk matrix (drivers and constraints within the node)
 - Recommendations regarding the allocation of all risks
 - Recommendations on required external Transaction Advisory Services at a nodal level about the identified scope of projects to support beneficiaries as and when necessary
 - Institutional feasibility (Options for a recommended management and proposed implementation model)
- Recommendations on attracting funding to this KNP GEF 7 node.
 - Identification of supply chain and value linkages to locally capture the value of ancillary wildlife, ecotourism, bioprospecting, and services
 - Multi-criteria for selection and screening of initiatives including Transformation, Inclusiveness, Poverty alleviation, Natural environment conservation, Sustainability, Off-take agreements, Empowerment, Growth areas, Economies of scale, Replicability/Upscaling, Impact on target beneficiaries
 - Alignment with GKSDP multi-criteria decision-making tool at the project level including Socio-economic considerations, Land use, Biodiversity factor, Water use, Project viability, Legal, Climate change, and Risks.
 - Recommendations on required governance structures (legal entities/vehicles to affect a desired investment framework, including PPP, CPPs and CPPP)

4. DUTIES AND RESPONSIBILITIES OF SERVICE PROVIDER

- Provide Technical offer including Methodology/Concept note (building on the description of this feasibility study under these TOR).
- Description of Governance of the project including roles and responsibilities of each member consultant team as per their CVs and experience,
- Indicate Project plan with performance areas, key deliverables and timelines.
- Budget proposal including projected deliverables and timelines.
- Performance areas on identified deliverables within established timeframes.
- Inception meeting with the KNP GEF 7 project team. Indicate expected inputs from the KNP GEF 7 bend team.
- Establish and arrange for Steering Committee meetings from the development of feasibility studies through to project delivery/closure.
- Adhere and abide by all relevant legislation.
- Implement Workplan and Deliverables on budget and on time as signed off.
- Provide Inception, Draft, and Final reports as per agreed timelines.
- Develop communication materials for information sharing and learning because of the Feasibility studies.

5. KEY COMPETENCIES

- The Service provider is required to have the following key competencies:
 - Be familiar with the Greater Kruger protected area economies.
 - ADVANTAGEOUS 5 years of relevant experience in business /economic development, applied within the field of the economics/environmental/protected area/tourism/wildlife sectors.
 - Proven experience in developing Feasibility Studies and outcomes thereof.
 - Be able to interact with a wide range of stakeholders and cultures, especially rural communities.
 - Be fluent in English, whilst proficiency in a local language within this GK node would be advantageous.
 - Experience in destination development in relation to conservation/biodiversity areas and rural environments will be advantageous.
 - Experience in nature-positive, investment attraction in relation to conservation will be advantageous.

6. REQUIREMENTS

- Appropriate post-graduate qualification in the field of Business/Economic development for the Project Lead(s); Business,
- Entrepreneurial and legal expertise within the team members.
- Experience within the protected area and tourism and wildlife sectors; Demonstrated research and report writing skills.
- Proven track record of economic feasibility studies and project scoping.

- Experience of working within the Greater Kruger region.
- Excellent verbal and written competency in English; and
- Driver's license, accompanied by a willingness and ability to travel (note: own vehicle(s) required).

The service provider should describe how and why they are the best entity that can deliver these requirements with focuses aimed at their track record, financial position, certification and accreditation, personnel, etc.

7. DELIVERABLES AND SCHEDULE FOR COMPLETION OF TASKS:

The following are the key milestones and timeframes:

Table 1. Milestones, Timeframes, and Deliverables for this KNP GEF 7 node.

Milestone	Timeframe	Deliverables
Register on CSD	Responsibility of service provider	Registered
Evaluation of Financial and Technical approach	Internal SANParks process	Approach and quote
Adjudication of bids	Internal SANParks process	Short-listing of service providers
Interviews with potential service providers	Internal SANParks process	Interviews
Appointment of Service provider	Internal SANParks Process	Service Level Agreement
Inception meeting	Within week 1 of appointment	Inception report – Should detail the following: <ul style="list-style-type: none"> -Support that will be provided by the designated team members -Detailed methodological plan -All logistical arrangements -Detailed work plan
Review of existing information to be availed by SANParks, and development of Concept framework for the Technical and implementation approach based on Feasibility Study Methodology presented by the Service Provider	Within an agreed timeframe informed by the service providers work plan submission after the inception meeting	Technical – Feasibility Study concepts and projects prioritisation Align with GKSDP works
Develop Feasibility studies for the KNP GEF 7 node	Within an agreed timeframe informed by the service providers work plan	Feasibility study
Develop Business Plans for commercially viable projects	Within an agreed timeframe informed by the service providers work plan	Commercially viable Business Plans developed across the KNP GEF 7 project node

Recommend alternative landscape financing options for identified projects	Within an agreed timeframe informed by the service providers work plan	Financing options identified at scoped projects level. Reference the Greater Kruger Finance Strategy Recommendation
Draft Reports submitted	According to project outline	Draft Reports workshopped and submitted
Stakeholder consultations	Throughout the project life cycle	Consultation reports Attendance registers Minutes of meeting
Communication materials for information sharing	According to agreed workplan between SANParks and the service provider	Communication materials prepared and submitted according to the agreed workplan
Final meeting with KNP GEF 7 node team	As per the agreed workplan	Final report submitted

8. PROJECT TIMELINE

Based on the above Milestones, Timelines, and Deliverables, the Service provider contract should indicate a reasonable timeline to execute the study as per these terms of reference for SANParks considerations in line with the GEF 7 KNP BEN project work plan deliverable work plan.

All disbursements including traveling, Consultants' accommodation, catering, and workshop materials, etc, need to be included in the financial section of the proposal as per the proposal methodology and workplan.

9. PAYMENT TERMS

	DELIVERABLE	PERCENTAGE
1.	Inception report and approval	20%
2.	-Technical feasibility -Study concepts and projects	30%
3.	-Developing business plans -Financing options -Draft reports	30 %
4.	-Communication materials (information sharing) -Consultations (Consultation report, attendance registers, minutes etc)	10%
5.	-Final report	10%
6.	Total paid out	100%

The payments are payable upon satisfactory completion of milestones and approval of the deliverables by the client. The terms above shall be the basis of the payments.

THE BIDDING SELECTION PROCESS

The bid shall be evaluated in three (3) phases, the details of the evaluation phases are outlined below:

Phase I	Phase II	Phase III
Mandatory evaluation criteria	Technical/Functional evaluation criteria	Price and Specific Goals Evaluation
<ul style="list-style-type: none"> Compliance with mandatory requirements 	<ul style="list-style-type: none"> Bidders must achieve the set minimum threshold of 70 points for functionality requirement. 	<ul style="list-style-type: none"> Bids evaluated in terms of the 80/20 preference system (Price and Specific Goals)

Evaluation phases

Phase 1: Mandatory evaluation criteria

Bidder(s) responses will be evaluated based on the documents submitted under mandatory and standard bid requirements. If more space is required to justify compliance, please ensure that the substantiation is clearly cross-referenced to the relevant requirement.

Failure to comply with mandatory requirements will lead to the bidder being disqualified, and not considered for further evaluation on Functional requirements and Price and Specific Goals.

Description of requirement	Included in the published bid document	To be returned by the bidder	Bidder to tick Yes if the document is submitted
GENERAL			
Bidders must provide organogram of the proposed resources	No	Yes	

Phase 2: Technical/Functional evaluation criteria

12. ASSESSMENT CRITERIA

Evaluation of proposals will be done according to the following criteria (sufficient information should be provided):

- Bidders must achieve/score a minimum of **70** points out of a possible **100** points to proceed to the second stage/phase of evaluation
- Bidder that fail to achieve/score the minimum threshold of **(70)** points per the functional requirements will be eliminated
- The onus rests with the bidder to supply sufficient information to allow for the proper scoring, evaluation and award of points.

To claim points in the functionality evaluation, bidders must provide documentation proof to support their claims regarding the following core competencies or areas: The proposal will be assessed in three (3) separate sections, each of which will receive a separate score

Selection Criteria	Evidence Required	Weight	Scoring Methodology	
SECTION 1: COMPANY EXPERIENCE AND FEASIBILITY STUDY				
Proven track record or proof of experience	Bidder must have a minimum of fifteen (15) years' experience in conducting feasibility studies (Bidders must submit a table of completed projects that are similar to the requirements). List of minimum five (5) Contracts or Appointment letters/ or Purchase orders must include contact details (contact numbers, e-mail address and physical address) on client's letter head.	30	30 Points =	Bidder who has more than fifteen (15) years of experience in conducting feasibility.
			20 Points =	Bidder who has more than ten (10) to maximum of fourteen (14) years of experience in conducting feasibility.
			10 Points =	Bidder who has more than five (5) years to maximum of nine (9) years of experience in conducting feasibility.
			0 Points =	Bidder who has less than five (5) years of experience in conducting feasibility.
SECTION 2: COMPANY REFERENCES AND BUSINESS PLAN EXPERIENCE				
Proven track record or proof of experience	Bidder must have completed a minimum of ten (10) past contracts in conducting business plans (Bidders must submit a table of completed projects that are similar) Submitted Reference letter must include contact details (contact numbers, e-mail address and physical address) on client's letter head. Reference letter must be signed and dated.	10	10 Points =	Bidder with more than 10 (10) reference letters of past contracts in conducting business plans.
			5 Points =	Bidder with six (6) to nine (9) reference letters of past contracts in conducting business plans.
			0 Points =	Bidder with less than five (5) reference letters of past contracts in conducting business plans.

Selection Criteria	Evidence Required	Weight	Scoring Methodology	
SECTION 3: RELEVANT EXPERIENCE AND QUALIFICATION OF KEY STAFF				
Available experienced resources to the Kruger National Park	Resources – Provide CV of the Project Manager who will be allocated for this contract. Must have relevant Degree/Diploma/Advanced Certificate with minimum of five (5) years relevant experience in conducting feasibility studies and developing business plans for similar type of service.	20	20 Points =	CV with relevant Diploma/Advanced Certificate with five (5) and above years of experience.
			10 Points =	CV with relevant Diploma/Advanced Certificate with a minimum of 3 to 4 years of experience.
			0 Points =	CV with irrelevant/relevant Diploma/Advanced Certificate and less than 3 years of experience.
SECTION 4: METHODOLOGY			40	
(Please provide a comprehensive Methodology to achieve the deliverables)	(Please provide a comprehensive Methodology and approach to achieve the deliverables)	40	40 Points =	The methodology is more than comprehensively described and provides detailed information regarding the relevant aspects of the project and exceeds the expectation
			30 Points =	The methodology is satisfactorily and meets the requirements and provides information regarding the relevant aspects of the project and has comprehensive information.
			20 Points =	The methodology is very briefly described and provides little information regarding the relevant aspects of the project.
			0 Points =	The methodology is poorly described and/or does not provide any information regarding the relevant aspects of the project.
Total		100		
Minimum qualifying score required		70		

- Bidders must achieve/score a minimum of **70** points out of a possible **100** points to proceed to the second stage/phase of evaluation

Phase 3: Price and Specific Goals Evaluation

APPLICABLE POINT SYSTEM

- 80/20 preference point system will be applicable as the acquisition of goods and services is estimated to be less than the Rand value of R50 million or above R50 million.

Price Formula

Price will be evaluated using the 80/20 preference point system located as follows that will refer.

Criteria	Points
Price	80
Specific Goals	20
Total points for Price and Specific Goals	100

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

Where:

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

REASONS FOR DISQUALIFICATION

SANParks reserves the right to disqualify any bidders who do not comply with one or more of the following bid requirements and may take place without prior notice to the bidder:

- Bidder whose tax matters are not in order (Instruction Note 09 of 2017/2018 Tax Compliance Status will apply);
- submitted incomplete information and documentation according to the requirements of this RFB document;
- submitted more than one tender/proposal either individually or as a partner in a joint venture (JV) or consortium;
- proposal submitted by a JV or consortium where the JV/consortium agreement does not explicitly state that the parties of the JV or consortium shall be jointly and severally liable for the execution of the Contract in accordance with the Contract terms.
- submitted information that is fraudulent, factually untrue or inaccurate information;
- received information not available to other potential bidders through fraudulent means;
- failed to comply with technical requirements as stipulated in the RFB document;
- misrepresented or altered material information in whatever way or manner;
- promised, offered or made gifts, benefits to any SANParks employee;
- canvassed, lobbied in order to gain unfair advantage;
- committed fraudulent acts; and
- acted dishonestly and/or in bad faith etc.
- any tenderer that is restricted by National Treasury
- any tenderer on the Tender Defaulters list.
- a tenderer that sub-contracts 100% Scope of Work.

PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022		SBD 6.1
This preference form must form part of all bids 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:	
1.1.1	the 80/20 system for requirements with a Rand value of up to R50,000,000.00 (all applicable taxes included); and	
1.1.2	the 90/10 system for requirements with a Rand value above R50,000,000.00 (all applicable taxes included).	
1.2	To be completed by the organ of state	
a)	The applicable preference point system for this tender is the 80/20 preference point system.	
1.3	Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:	
	(a)	Price; and
	(b)	Specific Goals
1.4	To be completed by the organ of state:	
	The maximum points for this tender are allocated as follows:	
		POINTS
	PRICE	80
	SPECIFIC GOALS	20
	Total points for Price and Specific Goals	100
1.5	Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim for specific goals with the tender, will be interpreted to mean that preference points for specific goals are not claimed.	
1.6	The organ of state reserves the right to require of a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the organ of state.	
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
	$Ps = 80 \left(1 - \frac{Pt - Pmin}{Pmin} \right)$
	Where:
	Ps = Points scored for price of bid under consideration
	Pt = Price of bid under consideration
	Pmin = Price of lowest acceptable bid
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 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 and 80/20 or 90/10 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 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
1. Enterprises with B-BBEE Procurement Recognition	10 Points	
EME	10	
QSE	5	
Generic	0	
2. Local suppliers adjacent to Kruger National Park	10 Points	
1km to 100km distance from the nearest gate/s	10	
101km to 200km distance from the nearest gate/s	5	
201km and above distance from the nearest gate/s	1	
Total points	20	

NB: Required proof / documents to be submitted for evaluation purpose:

- Bidder must provide proof in a form of a lease agreement,
- Title deed,
- Letter from a municipality
- Letter from tribal authority or local Civic structure.
- B-BBEE Certificate

Only the above-mentioned documents will be considered No other documents will be accepted

EXPRESSION OF INTEREST

The following particulars must be furnished. In the case of a joint venture, separate enterprise questionnaires in respect of each partner must be completed and submitted. **RFP: KNP-GEF7-005-24A**

Section 1: Name of enterprise:

Section 2: VAT registration number, if any:

Section 4: CSD number:

Section 5: Particulars of sole proprietors and partners in partnerships

Name*	Identity number*	Personal income tax number*

* Complete only if sole proprietor or partnership and attach separate page if more than 3 partners

Section 6: Particulars of companies and close corporations

Company registration number

Close corporation number

Tax reference number

Section 7: SBD4 issued by National Treasury must be completed for each tender and be attached as a tender requirement.

Section 8: SBD 6 issued by National Treasury must be completed for each tender and be attached as a tender requirement

The undersigned, who warrants that he / she is duly authorised to do so on behalf of the enterprise:

- i) Authorizes the Employer to obtain a tax clearance certificate from the South African Revenue Services that my / our tax matters are in order;
- ii) Confirms that the neither the name of the enterprise or the name of any partner, manager, director or other person, who wholly or partly exercises, or may exercise, control over the enterprise appears on the Register of Tender Defaulters established in terms of the Prevention and Combating of Corrupt Activities Act of 2004;
- iii) Confirms that no partner, member, director or other person, who wholly or partly exercises, or may exercise, control over the enterprise appears, has within the last five years been convicted of fraud or corruption;
- iv) Confirms that I / we are not associated, linked or involved with any other tendering entities submitting tender offers and have no other relationship with any of the tenderers or those responsible for compiling the scope of work that could cause or be interpreted as a conflict of interest; and
- iv) Confirms that the contents of this questionnaire are within my personal knowledge and are to the best of my belief both true and correct.

Signed		Date	
Name		Position	
Enterprise name			