



**Invitation to Bid for the Appointment of a service provider for the publication and communication services for the wild digital magazine for a period of three (03) years**

<b>Bid Number</b>	GNP-077-25
<b>Advert Date</b>	31 March 2026
<b>Issuer</b>	South African National Parks
<b>Closing date and time</b>	Date: 23 April 2026 Time: 11:00am

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 24 hours a day, 7 days a week at the below delivery address.

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 CONTRACT**

## PART A INVITATION TO BID

<b>YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE SOUTH AFRICAN NATIONAL PARKS</b>				
<b>BID NUMBER:</b>	GNP-077-25	<b>CLOSING DATE:</b>	Date: 23 April 2026	<b>CLOSING TIME:</b> 11:00am
<b>DESCRIPTION</b>	APPOINTMENT OF A SERVICE PROVIDER FOR THE PUBLICATION AND COMMUNICATION SERVICES FOR THE WILD DIGITAL MAGAZINE FOR A PERIOD OF THREE (03) YEARS.			
<b>BID RESPONSE DOCUMENTS MAY BE DEPOSITED IN THE BID BOX SITUATED AT</b>				
643 LEYDS STREET, MUCKLENEUK, PRETORIA (MAIN GATE: TENDER BOX)				
<p><b>NB: No proposal shall be accepted by SANParks if submitted to any address and manner other than as prescribed above. No Bids from any bidder with offices within the RSA shall be accepted if sent via the Internet or e-mail.</b></p> <p>There shall be <b>no public opening</b> of the Bids received.</p> <p><b>No late submissions will be accepted.</b></p>				
<b>BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO</b>			<b>TECHNICAL ENQUIRIES MAY BE DIRECTED TO:</b>	
<b>CONTACT PERSON</b>	Adolf Manaso		<b>CONTACT PERSON</b>	Thato Tshukudu
<b>TELEPHONE NUMBER</b>	012 426 5225		<b>TELEPHONE NUMBER</b>	012 426 5314
<b>E-MAIL ADDRESS</b>	<a href="mailto:Adolf.Manaso@sanparks.org">Adolf.Manaso@sanparks.org</a>		<b>E-MAIL ADDRESS</b>	<a href="mailto:Thato.Tshukudu@sanparks.org">Thato.Tshukudu@sanparks.org</a>
<b>SUPPLIER INFORMATION</b>				
NAME OF BIDDER				
POSTAL ADDRESS				
STREET ADDRESS				
TELEPHONE NUMBER	CODE		NUMBER	
CELLPHONE NUMBER				
E-MAIL ADDRESS				
VAT REGISTRATION NUMBER				
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		CENTRAL SUPPLIER DATABASE No:	MAAA

B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE	TICK APPLICABLE BOX] <input type="checkbox"/> Yes <input type="checkbox"/> No	B-BBEE STATUS LEVEL SWORN AFFIDAVIT	[TICK APPLICABLE BOX] <input type="checkbox"/> Yes <input type="checkbox"/> No
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**[A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE/ SWORN AFFIDAVIT (FOR EMES & QSEs) MUST BE SUBMITTED IN ORDER TO QUALIFY FOR PREFERENCE POINTS FOR B-BBEE]**

2.1 ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES /WORKS OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No  [IF YES ENCLOSE PROOF]	2.2 ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES /WORKS OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No  [IF YES, ANSWER PART B:3 ]
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**QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS**

IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?

YES  NO

DOES THE ENTITY HAVE A BRANCH IN THE RSA?

YES  NO

DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?

YES  NO

DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?

YES  NO

IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?

YES  NO

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

**PART B**  
**TERMS AND CONDITIONS FOR BIDDING**

<b>1. BID SUBMISSION:</b>
<p>1.1. BIDS MUST BE DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.</p> <p>1.2. <b>ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED–(NOT TO BE RE-TYPED) OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.</b></p> <p>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.</p> <p>1.4. <b>THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7) AND/OR AN SLA.</b></p>
<b>2. TAX COMPLIANCE REQUIREMENTS</b>
<p>2.3 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.</p> <p>2.4 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.</p> <p>2.5 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.</p> <p>2.6 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.</p> <p>2.7 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.</p> <p>2.8 WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.</p> <p>2.9 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.”</p>

**NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.**

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 SBD 1 above or as mentioned under “correspondences”.***

<b>No Briefing Session</b>	(There will be no briefing session, questions may be directed to the Project Manager Thato Tshukudu @ <a href="mailto:thato.tshukudu@sanparks.org">thato.tshukudu@sanparks.org</a> ). SCM queries must directed to Adolf Manaso @ <a href="mailto:Adolf.Manaso@sanparks.org">Adolf.Manaso@sanparks.org</a> . <b>All questions/enquiries must be forwarded in writing not later than 14 calendar days before closing day.</b>	
<b>Bid Validity</b>	<b>Validity Period from Date of Closure:</b>	<b>150 Days</b>
	The tender proposal must remain valid for at least 150 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 fifty (150) 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:** Mr Adolf Manaso  
**Tel:** 012 426 5225  
**E-mail address:** [adolf.manaso@sanparks.org](mailto:adolf.manaso@sanparks.org)

## CONDITIONS AND INSTRUCTION TO THE BIDDER

- a) The Bid forms should not be retyped or redrafted, but photocopies may be prepared and used.
- b) Only documents completed in black ink will be accepted. (Black ink should be used when completing Bid documents).
- c) Bidders should check the numbers of the pages to satisfy themselves that none is missing or duplicated. SANParks will accept NO liability in regard to anything arising from the fact that pages are missing or duplicated.
- d) Counter Conditions: SANParks draws bidders' attention that amendments to any of the Bid Conditions or setting of counter conditions by bidders will result in the invalidation of such bids.
- e) Response preparation costs: SANParks is NOT liable for any costs incurred by a bidder in the process of responding to this Bid Invitation, including on-site presentations.
- f) Cancellation prior to awarding: SANParks reserves the right to withdraw and cancel the Bid Invitation prior to making an award. The cancellation grounds include insufficient funds, where the award price is outside of the objective determined fair market-related price range or any process impropriety.
- g) Collusion, Fraud and corruption: Any effort by Bidder/s to influence evaluation, comparisons, or award decisions in any manner will result in the rejection and disqualification of the bidder concerned.
- h) Fronting: SANParks, in ensuring that bidders conduct themselves in an honest manner will, as part of the bid evaluation processes where applicable, conduct or initiate the necessary enquiries/investigations to determine the accuracy of the representation made in the bid documents. Should SANParks establish any of the fronting indicators as contained in the Department of Trade and Industry's "Guidelines on Complex Structures and Transactions and Fronting" during such inquiry/investigation, the onus is on the bidder to prove that fronting does not exist. Failure to do so within a period of 7 days from date of notification will invalidate the bid/contract and may also result in the restriction of the bidder to conduct business with the public sector for a period not exceeding 10 years, in addition to any other remedies SANParks may have against the bidder concerned.
- i) SANParks reserves the right to perform a due diligence on evidence submitted. All evidence must be true, accurate, and verifiable. SANParks may request clarifications or additional documentation.

**NB: BIDDERS TERMS AND CONDITIONS ARE NOT ACCEPTABLE.**

## **INTENTION TO SELL**

Is the bidder in the process of selling the bidding company?	<input type="checkbox"/> YES <input type="checkbox"/> NO
Does the bidder have any intention of selling the bidding company within the next 12 months?	<input type="checkbox"/> YES <input type="checkbox"/> NO
Does the bidder have any intention of selling the bidding company within the next 12 months to 60 months?	<input type="checkbox"/> YES <input type="checkbox"/> NO

SANParks reserves the right not to award to any bidder who answers any of the questions above “yes” should the bidder be the overall highest points scorer. However, the decision not to award will be on a case-by-case basis.

## **DISCLAIMERS**

SANParks has produced this document in good faith. SANParks, its agents, and its employees and associates do not warrant its accuracy or completeness. To the extent that SANParks is permitted by law, SANParks will not be liable for any claim whatsoever and how so ever arising (including, without limitation, any claim in contract, negligence or otherwise) for any incorrect or misleading information contained in this document due to any misinterpretation of this document. SANParks makes no representation, warranty, assurance, guarantee or endorsements to any provider/bidder concerning the document, whether regarding its accuracy, completeness or otherwise and SANParks shall have no liability towards the responding service providers or any other party in connection therewith.

**NB: Important Notice: *Bidders are to be aware of scammers who pose as SANParks employees selling bid documents or offering monetary gratuity in exchange for information or awarding of bids.***

***SANParks is in no way selling the bid document, all documents shall be found on the SANParks website and eTender Portal and awarded bids are notified through the website under “bids awarded” and SANParks shall never ask any bidder for monetary gratuity in exchange for information or manipulating outcome of bids.***

## **BID DOCUMENTS**

Number of <b>ORIGINAL</b> bid documents for contract signing	<b>TWO</b>
<b>Electronic Copy</b> of the original document in PDF (flash drive)	<b>ONE</b>

Bid documents must contain **two original documents, initialed on each page** thereof and **signed where required**.

A **digital version on USB/Memory stick** containing the bid document and all other supporting documents (fully submitted bid proposal with its attachments) must be provided of all tender documentation within the bid envelope. These serve as the original sets of bid documents and form part of the contract.

## **RETURNABLE DOCUMENTS - COMPLIANCE AND GOVERNANCE VERIFICATION DOCUMENTS (Standard Bidding Documents)**

The verification during this stage is to review bid responses for purposes of assessing compliance with RFB requirements, whereby a bidder may be disqualified if they do not fully comply, which requirements include the following:	
Invitation to Bid (SBD 1) must be fully completed and signed.	
Submission of fully completed Pricing Schedule [SBD 3.1: Firm Prices]	
Submission of fully completed SBD 4 (Bidder's disclosure).	(Refer to Annexure A)
Submission of fully completed SBD 6.1 (Preference Claim Certificate), accompanied by the relevant documents as proof for the points claimed for specific goal/s,	(Refer to Annexure B)
Submission of fully completed SBD 7.2 (Contract Form).	(Refer to Annexure C)
Submission of the General Conditions of a Contract (GCC)	(Refer to Annexure D)

## **CENTRAL SUPPLIER DATABASE – MANDATORY COMPLIANCE**

Bidders are required to be registered on the Central Supplier Database (CSD) of National Treasury. Failure to submit the requested information will lead to disqualification. (Please provide proof of registration on the Central Supplier Database).

## **PROTECTION OF PERSONAL INFORMATION ACT, 4 of 2013 (POPIA)**

SANParks adheres to the Protection of Personal Information Act, 4 of 2013 (POPIA) requirements regarding personal information which came into effect 1 July 2021.

As SANParks, we are committed to protecting your privacy and ensuring that personal information collected is used properly, lawfully and transparently.

## **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 information that is fraudulent, factually untrue or inaccurate information.
- received information not available to other potential bidders through fraudulent means.
- failed to comply with mandatory 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.

# **TERMS OF REFERENCE – APPOINTMENT OF A SERVICE PROVIDER FOR THE PUBLICATION AND COMMUNICATION SERVICES FOR THE WILD DIGITAL MAGAZINE FOR A PERIOD OF THREE (03) YEARS**

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## **INTRODUCTION TO SANPARKS**

As a leading conservation authority, SANParks is a public entity under the jurisdiction of the Department of Forestry, Fisheries and the Environment (DFFE), where inclusive conservation as opposed to previous policies of exclusion is central to advancing the policies in line with the National Development Framework for Sustainable Development and the National Development Plan.

South Africa's national parks conserve the country's rich diversity of flora and fauna through a system of 21 national parks, including three world heritage sites and ten marine protected areas (in terms of the National Environmental Management: Protected Areas Act No. 57 of 2003). This represents approximately 70% of state-owned terrestrial protected areas and 22% of state-managed marine protected areas, comprising over four million hectares (ha) on land and almost 370 000 ha at sea. In addition, five parks are integral components of Transfrontier conservation areas with Namibia, Botswana, Zimbabwe, Mozambique, and Lesotho.

A key intrinsic value consideration for national parks and marine protected areas as public-good is their promotion of shared natural and cultural heritages as well as their contribution to building national solidarity and pride. Located largely in rural areas, they are catalysts for economic growth which can create employment and transformation in areas that generally lack such opportunities. They also contribute significantly to the preservation of water resources, protect the archaeological and historical record, and safeguard endangered ways of life.

The National Environmental Management Protected Areas Act mandates SANParks to create destinations for nature-based tourism in a manner that is not harmful to the environment. SANParks generates a substantial percentage of its operating budget from its ecotourism business, therefore, the fulfilment of its conservation mandate is heavily reliant on thriving and sustainable tourism operations.

### **Legislative and Constitutional Mandate**

SANParks was initially established in terms of the now repealed National Parks Act, 57 of 1976 and continues 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 is listed as a Schedule 3 Part A: 25 public entity.

SANParks delivers a diverse and complex public good mandate\* that includes management of biodiversity and cultural heritage, the sustainable use of biological resources, socio-economic development, protection of ecological infrastructure, access to nature, science, educational and cultural experiences and reconnecting and inspiring people.

Section 24(b) of the Constitution of the Republic of South Africa, 1996 underpins the SANParks mandate, which states that everyone has the right to:

- an environment that is not harmful to their health or well-being; and
- have the environment protected for the benefit of present and future generations through reasonable legislative and other measures that:
  - prevent pollution and ecological degradation;
  - promote conservation; and
  - secure ecologically sustainable development and use of natural resources, while promoting justifiable economic and social development.

The parks under the management of SANParks are divided into 6 regions:

<b>Region</b>	<b>Regional Office</b>	<b>Parks Managed</b>
Arid	Upington	Kgalagadi, Augrabies, Richtersveld, Namaqua, Mokala, Meerkat
Cape	Cape Town	Table Mountain, Agulhas, West Coast, Tankwa Karoo, Bontebok
Garden Route	Knysna	Storms river Mouth (Tsitsikamma), Knysna Forests, Wilderness, Knysna Estuary
Frontier	Port Elizabeth	Addo, Camdeboo, Mountain Zebra, Karoo
North	Pretoria, Head Office	Golden Gate, Marakele, Mapungubwe
Kruger	Skukuza	Kruger National Park
Administrative	Pretoria, Head Office	Groenkloof (Head Office)

Furthermore, SANParks oversees the management of the Parks and provide strategic guidance and support from its Head Office in Pretoria.

## **CONTEXT OF THIS PROCUREMENT**

South African National Parks (SANParks) invites bidders to submit proposals for appointment as the service provider for the publication and communication services for the Wild digital magazine and related supporting communication materials for a period of three (3) years. The successful bidder will be an experienced supplier that is able to manage the entire production cycle of the digital Wild magazine and related supporting communication materials. This entails strategic management and the entire production cycle of the digital Wild magazine and related supporting communication materials including design, content generation, editing, production, publishing and distribution management.

Over the years, SANParks has successfully established a solid traditional conservation and ecotourism customer base. SANParks reaches this audience predominantly through traditional media including print, the website, email, travel exhibitions, wildlife publications, radio and television, with some level of depth of digital channels.

While SANParks has been successful to this extent, it faces a critical challenge in attracting and engaging non-traditional segments, especially millennials, Gen Z, and the emerging black middle class. The problem is not merely the absence of a magazine, but the need for a cohesive brand narrative that fosters sustained loyalty across diverse demographics. Currently, there is a lack of integrated digital touchpoints that convert interest into uptakes, renewals and revenue.

To appeal to these new segments, it is imperative to shift towards the channels used and content consumed by the segments – which are predominantly digital. This is in line with SANParks's broader digital transformation project which seeks to position the entity as a modern, agile, accessible, digital-first and mobile-first organisation.

## **The Wild Magazine**

One of the Wild Card ancillary products that SANParks prides itself with is the Wild print magazine which, until 2019 when its production ceased, was one of South Africa's most widely read conservation, environmental and outdoor magazine, with a readership of 300,000.

Over the preceding years, the Wild print magazine had won several awards: Pica Custom Magazine of the Year (2012); Pica Best Custom Publication for Conservation (2012 & 2023); and SA Publications Forum Best Corporate Publication (2013 - 2018), affirming its high editorial and production quality. The Wild magazine was produced quarterly, with the last publication taking place just before the start of Covid-19. For several reasons, including the disruption and challenges that Covid-19 introduced to complicate management and distribution of a printed magazine, production was suspended. At that time SANParks was also rapidly transforming to digital solutions, which prompted a rethink of the format of the future Wild magazine and the supporting communication materials necessary to promote it.

SANParks is now in a position to reintroduce the Wild magazine and continue building on the successes previously achieved with the print format, however, in a digital format henceforth. The digital Wild magazine will be at the core of SANParks's loyalty acquisition and retention efforts and, with it offered free to Wild Card members, and is intended to be an intrinsic element of the programme's value proposition. To ensure its success, the Wild digital magazine will be supported by other digital communication materials, in a broader *Wild Digital Communication Suite*.

### **Components, Purpose and Frequency of the Wild Digital Communication Suite:**

While the quarterly digital Wild magazine engages members on a deeper and more meaningful level, the related supporting communication materials connect more regularly with the members and impart timely updates. Together, the digital Wild magazine and its related supporting communication materials maintain constant engagement to engender a high level of loyalty and advocacy, resulting in an improved bottom line and long-term sustainability.

- **Quarterly:** The quarterly digital *Wild* magazine builds brand image and provides in-depth awareness of products and propositions offered by SANParks, its partners and affiliates. It also provides a coverage of conservation news and offers travel advice and related tips.

- **Monthly:** The monthly e-newsletter shares topical coverage of news and events, regular reminders about membership benefits, promotes the upcoming edition of the quarterly digital *Wild* magazine, and presents giveaways and special offers.
- **Ongoing:** Timely and constant on-the-go engagements as and when required, are ensured through supporting the quarterly digital *Wild* magazine and monthly e-newsletter with:
  - relevant content on the website, online member portal and mobile app,
  - relevant social media content, and
  - relevant and engaging direct marketing campaigns (email, WhatsApp, etc)

Collectively, the *Wild* digital communication suite (i.e. the digital magazine and its supporting communication materials described above) serves as a powerful product communication and conservation engagement anchor for SANParks, its partners and affiliates.

**Objectives:**

- Enhance the value proposition of the loyalty programmes by rewarding members with access to a prestigious digital magazine as one of the membership benefits, thereby attracting new and retaining existing members.
- Add to the experience of and positive perceptions about the national parks through inspirational stories, practical advice and tips, information and news about events and developments around environment conservation and related sectors.
- Encourage involvement in nature conservation, especially among the youth and new emerging segments, and cultivate pride in our natural heritage.
- Increase usage of products of SANParks, our partners and affiliates, and boost revenue generation.
- Reduce customer churn and diversify member travel by creating a deeper awareness of all parks, including the lesser-known parks.
- Attract advertisers and generate advertising revenue.
- Generate revenue from digital magazine purchases/subscriptions by non-members.
- Champion regenerative tourism by featuring and encouraging tourist activities that offset environmental carbon footprint and preserve cultural heritage.

- Appeal to diverse interest groups including but not limited to birding, photography, adventure travel, camping, families, pensioners, stokvels, travel clubs, the youth and the emerging black middle class.

This procurement is a strategic intervention designed to bridge the gap between legacy success and future relevance of the *Wild* brand by leveraging digital innovation. The objective is to appoint a suitably qualified service provider to manage the entire end-to-end production cycle of the *Wild* digital communication suite for a period of three (3) years. This includes strategic management, high-frequency content generation, digital distribution, and reporting of metrics.

## **BUSINESS UNIT RESPONSIBLE FOR THE BID**

### **CRM & CUSTOMER LOYALTY DEPARTMENT**

The CRM & Customer Loyalty department operates within the SANParks Tourism Development & Marketing Division. The department is accountable for customer loyalty and relationship management strategies. This includes strengthening the tourism business through the building of sustainable customer management capabilities. This is to ensure long-term revenue for SANParks from diverse and highly engaged customer bases. The department is responsible for the digitalisation and modernisation of the organisation's marketing capability. This is to enable sophisticated customer value management strategies, resulting in sustainable maximisation of tourism revenue generation.

The acquisition, development and retention of high-value customers is at the department's core. The focus is to deliver a suite of compelling customer engagement solutions aimed at supporting maximisation of SANParks' organisational, shareholder and stakeholder value.

## **LOYALTY PROGRAMMES**

The CRM & Customer Loyalty department is the custodian of the *Wild* brand, which has a storied history of excellence in anchoring the conservation customer community. This is for the fulfilment of the conservation loyalty value proposition, and delivery of engaging and themed communication. Introduced in 2003, the Wild Card programme has experienced constant growth since its inception, surpassing 80,000 active subscriptions in the 2024/2025 period. Using Wild Card as a value proposition, SANParks and its partner conservation agencies including Big Game Parks of Eswatini, Msinsi Holdings and Cape Nature collectively promote approximately 80 nature parks and reserves, making Wild Card a conservation programme with one of the widest geographic utility globally.

Beyond the Wild Card programme, SANParks is further expanding this ecosystem with the implementation of a fully-fledged points-based loyalty programme. The programme includes accruals and redemptions with various reward partners, a tiered reward structure, and more partner categories and benefits. As of October 2025, a pilot free-to-enrol loyalty product had already attracted over 57,000 members, of whom 65% were active Wild Card holders.

## IT SYSTEMS

Bidders are to note below some of the software applications in the environment within which the CRM & Customer Loyalty department operates. The department is responsible for the LoyaltyPlus Rewards and MS Dynamics365 CRM applications; however these systems are owned/managed by IT service vendors.

Applications
<i>Under the department's responsibility</i>
Microsoft Dynamics365 CRM - Marketing automation and campaign management
LoyaltyPlus Rewards – Loyalty management software platform
<i>Other</i>
Sharepoint
Microsoft Dynamics GP – Great Plains
Panorama Necto
Power BI
Rubrik
Microsoft Enterprise
Online Payment Gateway
Business Process Management Application
Sage VIP Payroll and Premier HR
Memex
Tourism Property Management System (Bookings)
NAC-Forescout
Azure Integration Services
Proofpoint- Security Awareness

**NB: INFORMATION CORRECT AT THE TIME OF ADVERTISEMENT OF THE BID**

## CONTRACT PERIOD

The contract is a for a period of three (3) years.

## **SPECIFICATIONS / SCOPE OF WORK**

SANParks is looking to appoint an experienced supplier that will manage the entire digital production and distribution cycle of the *Wild* digital communication suite.

### **SCOPE OF WORK**

The *Wild* Digital Communication Suite comprises the following channels that are in scope:

- Digital *Wild* magazine (quarterly)– content generation, advertising sales, production, digital distribution, and reporting.
- e-Newsletter (monthly) – content generation, production, digital distribution, and reporting.
- Website pages (ongoing, as and when required) – content generation, monitoring, development and management of a blog, and reporting.
- Social media (ongoing, as and when required) – content generation, monitoring and reporting.

Having regard to the objectives earlier described, the supplier will be expected to:

- Enter into a comprehensive Service Level Agreement and contract with SANParks prior to any work commencing.
- Work with SANParks to develop, manage and implement comprehensive *Wild* digital communication plans.
- Develop, obtain approval for, and roll out an effective and impactful strategy for the *Wild* digital communication suite.
- Design and obtain approval for layouts of the components of the *Wild* digital communication suite. Implement the approved layouts.
- Increase awareness, reach, engagement and readership of the *Wild* Digital Communication Suite.
- Identify, recommend, obtain approval for, and secure co-branding opportunities for SANParks with appropriate brands and personalities for greater reach and impact of the *Wild* brand.

- Generate revenue through the sale of advertising space on the digital *Wild* magazine to appropriate brands.
- Generate revenue through the sale of the digital *Wild* magazine to non-loyalty programme audience/readers.
- Always have a print-ready version of the *Wild* magazine for in case SANParks considers printing copies for special occasions / events.
- Support SANParks loyalty digital marketing campaigns and promotions on request.
- Ensure all the necessary certifications are in place that are required for compliance.
- Ensure compliance with all applicable personal information and data privacy regulations, including but not limited to POPIA and EU-GDPR.
- Track, analyse and report engagement/usage analytics and metrics, diagnose root causes for underperformance, and recommend improvement solutions.
- Be accountable to the Editorial Board, which will comprise members of the SANParks management team whose responsibility is to guide and approve a medium to long-term *Wild* digital communication strategy.

Provide expert counsel and technical advisory to the Editorial Board as necessary. Research and deliver periodic presentations to the Editorial Board about the relevant emerging trends and technologies for consideration.

## **ANNUAL BUSINESS PLAN**

The supplier will be required to annually submit to SANParks a business plan for consideration, at least 60 days before the next financial year commences.

- The business plan will consist of a minimum of:
  - *Wild* digital communication plan
  - Advertising plan
  - Revenue and cost budget.

The advertising plan will outline the strategies to be employed to source and secure advertisers. The plan should name key advertisers that have been earmarked for new year and the reasoning behind their earmarking.

## **MEETINGS AND/OR REPORTING**

The successful Bidder will primarily report to the CRM & Customer Loyalty department of SANParks, as well as work with other boards/committees as appropriate for the delivery of the services.

The successful Bidder will be required to generate and provide management reports on specific KPIs on an agreed frequency regarding the performance of the *Wild* Digital Communication Suite.

## THE BIDDING SELECTION PROCESS

### Evaluation phases

#### **Phase 1: Technical/Functional evaluation criteria**

In this phase all bids that met all the requirements in terms of the submitted proposal per the above set of mandatory requirements will be evaluated as follows:

Qualification Threshold – Bidders must achieve **75% minimum qualifying score for consideration** to the next phase. Bidders who fail to comply with the set minimum threshold of **75%** per the technical requirements **will** be eliminated.

### **Functionality**

FUNCTIONALITY CRITERIA	Max Points	Points Scoring Criteria	Evidence
<p><b>1. Company Profile</b></p> <p>Detailed company profile, including the following elements:</p> <ul style="list-style-type: none"> <li>• an overview</li> <li>• company history</li> <li>• staff composition</li> <li>• portfolio of clients</li> <li>• footprint</li> <li>• products/services offered</li> <li>• examples of visuals of work done.</li> </ul>	<p><b>10</b></p>	<p>0= No company profile provided</p> <p>5= Company profile provided but excludes one or more of the elements listed.</p> <p>10= Company profile provided includes all the seven listed elements.</p>	<p>Company profile outlining the listed elements.</p>

<p><b>2. Project Organogram</b></p> <p>Project organogram of all staff members who will be assigned to this project including roles and names of the resources. For each role, indicate whether the resource is employed full-time, part-time, or on a freelance/consultant basis.</p> <p>The organogram should include the following critical roles:</p> <ul style="list-style-type: none"> <li>• Editor</li> <li>• Project/Account Manager</li> <li>• Creative Director</li> <li>• Web Developer</li> <li>• Digital Marketing and Social Media Manager</li> <li>• Commercial/Sales Manager</li> <li>• Data and Analytics Specialist</li> </ul>	<p><b>10</b></p>	<p>0= No organogram provided, or the organogram provided excludes at least one of the prescribed roles.</p> <p>10= Organogram provided includes all prescribed roles.</p>	<p>Project organogram of all staff members who will be assigned to this project including roles and names of the resources, indicate whether each resource is employed full-time, part-time, or on a freelance/consultant basis.</p>
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<p><b>3. Experience of Key Staff</b></p> <p>Detailed CVs of key staff members who will be assigned to the project. The following key roles are mandatory and will be evaluated against the following desired years of experience:</p> <ul style="list-style-type: none"> <li>• Editor (Desired: 10 years; Weight = 25%)</li> <li>• Project/Account Manager (Desired: 5 years; Weight = 12.5%)</li> <li>• Creative Director (Desired 7 years; Weight = 17.5%)</li> <li>• Web developer (Desired: 5 years; Weight = 12.5%)</li> <li>• Digital marketing and Social Media Management, (Desired: 5 years; Weight = 12.5%)</li> <li>• Commercial/Sales Manager. (Desired: 5 years; Weight = 12.5%)</li> <li>• Data and Analytics Specialist (Desired: 3 years; Weight = 7.5%)</li> </ul> <p><b>Points will be awarded as follows for each role:</b></p> <ul style="list-style-type: none"> <li>• <b>The years of experience are weighted by multiplying them</b></li> </ul>	<p>10</p>	<p>0= Weighted Actual Years greater than 0 and up to (and including) 4.515</p> <p>6= Weighted Actual Years above 4.515 and up to (and including) 5.160</p> <p>8= Weighted Actual Years above 5.160 and up to (and including) 5.805</p> <p>10= Weighted Actual Years above 5.805 and up to (and including) 6.450</p>	<p>Detailed CVs of key staff members who will be assigned to the project.</p> <p>For each of the key roles specified under the Functionality Criteria, bidder must also provide a list with the following information:</p> <ul style="list-style-type: none"> <li>• Full name of staff member</li> <li>• Project role (e.g. Editor, Project/Account Manager, etc)</li> <li>• Job titles of previous relevant roles played and the number of years spent on each (as per CV provided).</li> <li>• Total number of years (sum of the above)</li> </ul>
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<p>by their associated weights to determine the weighted years of experience. <b>Note 3.1:</b> In following the above logic in calculating the Weighted Desired Years of experience, it has already been determined that the sum of Weighted Desired Years of experience for all roles = 6.45. <b>Note 3.2:</b> When calculating the Weighted Actual Years of experience, where the Actual Years of Experience exceed the Desired Years of Experience, the Desired Years of Experience (not the Actual Years of Experience) will be used in the calculation.</p> <ul style="list-style-type: none"><li>• Points for this criteria will then be allocated according to the range within which the Weighted Actual Years of experience fall, per the below table:</li></ul> <p><b>RANGES AND POINTS ALLOCATION:</b></p>			
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Ranges: Weighted Actual Years		Points
ABOVE	TO (and including)	
0	4.515	0
4.515	5.160	6
5.160	5.805	8
5.805	6.450	10

See "ILLUSTRATION: POINTS ALLOCATION FOR PROJECT TEAM YEARS OF EXPERIENCE" below this Functionality Table.

<p><b>4. Bidder's Track Record</b></p> <p><b>4.1. List of publications</b></p> <p>Description of interactive digital customer publications focused on tourism and/or nature conservation published in the last Five (05) years.</p> <ul style="list-style-type: none"> <li>• The customer publication title</li> <li>• Number of issues</li> <li>• Duration in months</li> <li>• Readership</li> </ul>	<p>10</p>	<p>0= No publications list or reference letters provided.</p> <p>5= Publications list provided supported by one reference letter.</p> <p>10 = Publications list provided supported by two or more reference letters.</p>	<p>1. Bidder must provide a list with all the elements indicated under Functionality Criteria item 4.1 "List of publications".</p> <p>Provide a link/URL and/or a digital sample of at least one interactive digital customer publication.</p> <p>2. Bidders must provide reference letter(s) with all the elements listed under Functionality Criteria item 4.2 "Reference letters".</p>
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<ul style="list-style-type: none"> <li>• Overview of the work done</li> <li>• Client's name</li> </ul> <p><b>4.2. Reference Letters</b> At least one written reference letter from previous or existing clients, for whom the bidder has done relevant work within the last five (05) years.</p> <p>The letter must;</p> <ul style="list-style-type: none"> <li>• Appear on the client's letterhead</li> <li>• Be signed and dated</li> <li>• Include client's contact details</li> </ul> <p>SANParks reserves the right to contact the referees for due diligence purposes.</p>			
<p><b>5. Segment Experience</b></p> <p>The bidder must list their experience in producing interactive digital customer publications targeting the following segments:</p> <ul style="list-style-type: none"> <li>• Youth,</li> <li>• Millennial,</li> <li>• Gen Z,</li> <li>• Black middle-class</li> </ul> <p>The list must include the following elements:</p>	10	<p>0= No experience.</p> <p>3= Experience listed in one of the segments and example provided.</p> <p>5= Experience listed in two to three of the segments and examples provided.</p> <p>10= Experience listed in all four segments and examples provided.</p>	<p>1. List including all the elements outlined under Functionality Criteria.</p> <p>2. Examples of work produced by the bidder targeting the segments outlined under Functionality Criteria.</p>

<ul style="list-style-type: none"> <li>• The customer publication title</li> <li>• Target segment</li> <li>• Duration in months</li> <li>• Overview of the work done</li> <li>• Client's name</li> </ul> <p>Provide examples (actual evidence) of the work done.</p>			
<p><b>6. Income Generation Methodology</b></p> <p>Describe in detail how you will generate advertising income by means of advertisements.</p> <p>The methodology should include a discussion of the following:</p> <p>1. <u>Sales Strategy</u>: The bidder must outline their approach to securing advertisers, including the following elements:</p> <ul style="list-style-type: none"> <li>• Identification of target advertiser sectors (e.g. travel, outdoor lifestyle, hospitality, automotive, financial services).</li> <li>• Alignment of advertisers with the SANParks / conservation / travel audience profile.</li> </ul>	20	<p>0= No methodology provided, or the methodology provided addresses less than five areas</p> <p>10= The methodology provided addresses five to six of the seven areas, including all their respective elements</p> <p>20= The methodology provided addresses all of the seven areas, including all their respective elements</p>	<p>Income Generation Methodology document outlining the areas listed under Functionality Criteria, including all their respective elements.</p>

<ul style="list-style-type: none"> <li>• Approach to building long-term advertising relationships.</li> </ul> <p>2. <u>Advertising Inventory and Product Offering:</u>  Bidders must demonstrate how they will structure and package advertising opportunities. This should include the following elements:</p> <ul style="list-style-type: none"> <li>• Sponsored content and advertorial opportunities.</li> <li>• Integrated digital advertising opportunities across Wild Digital Communications Suite.</li> </ul> <p>3. <u>Advertising Sales Plan:</u>  The bidder should present a clear sales plan, including the following elements:</p> <ul style="list-style-type: none"> <li>• Annual and quarterly advertising sales targets (indicative only – sales targets will not be a disqualifying factor).</li> <li>• Prospecting strategy and pipeline development.</li> <li>• Use of the bidder’s existing advertiser relationships and networks.</li> </ul>			
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4. Audience Value Proposition:

Bidders must explain how the value of the magazine audience will be communicated to advertisers. This should include the following elements:

- Audience demographics and market positioning.
- Unique selling propositions (USP) of the digital magazine.
- Alignment with nature, tourism, conservation, and lifestyle, and other markets.

5. Advertising Pricing and Rate Card Strategy:

Bidders should provide an overview of their pricing strategy, including the following elements:

- Proposed advertising rate card.
- Discount structures or package deals.
- Bundled advertising options across multiple platforms.

6. Advertising Performance

Measurement:

The methodology should explain how advertising performance will be

<p>monitored and reported. This should include the following elements:</p> <ul style="list-style-type: none"> <li>• Key performance indicators (KPIs).</li> <li>• Digital analytics and reporting tools.</li> <li>• Reporting frequency to the SANParks.</li> </ul> <p><u>7. Innovation and Revenue Growth Opportunities.</u> Bidders should propose innovative approaches to increase advertising revenue, including the following elements:</p> <ul style="list-style-type: none"> <li>• Branded content partnerships.</li> <li>• Thematic or sponsored editions.</li> <li>• Strategic partnerships with tourism or outdoor brands.</li> </ul>			
<p><b>7. Creative Delivery</b></p> <p><u>1. Content Creation:</u> Bidders should provide an overview of their content creation approach, including the following elements:</p> <ul style="list-style-type: none"> <li>• Copywriting</li> </ul>	20	<p>0= No creative delivery document provided, or the document outlines only one of the two areas.</p> <p>10= The creative delivery document provided outlines both two areas, but excludes one or more of their respective elements</p>	Creative delivery document outlining the areas under Functionality Criteria and their respective elements.

<ul style="list-style-type: none"> <li>• Design and creative</li> <li>• Campaign support capability to conceptualise and produce creative promotional and digital-led campaigns and social media-led content.</li> </ul> <p><u>2. Wild Digital Magazine Rationale</u> Bidders should provide an editorial and creative rationale for Wild Digital magazine, aligning content to the objectives of the SANParks loyalty programme marketing with reference to the following elements relating to :</p> <ul style="list-style-type: none"> <li>• Editorial pillars.</li> <li>• Tone of voice</li> <li>• Design elements to underpin the strategic message.</li> <li>• Relevance to the target markets.</li> <li>• Loyalty member acquisition and retention tactics</li> </ul>		20= The creative delivery document provided outlines both two areas, including all their respective elements	
<p><b>8. Financial Capability &amp; Governance</b></p> <p>Bidder's financial audit history and going concern status for the latest four financial years</p>	10	0 = No annual financial statements (that are unqualified audit opinions or independently reviewed that are unmodified opinion/ clean opinion and no material issues found); on a going concern basis.	Latest (latest four financial years) audited or independently reviewed Annual Financial Statements with unmodified opinion(clean) and no material issues, and prepared on a going concern basis

		<p>3 = One (1) year of annual financial statements (unqualified audit opinions or independently reviewed unmodified opinion/ clean opinion and no material issues found); on a going concern basis.</p> <p>5 = Two (2) years of annual financial statements (unqualified audit opinions or independently reviewed unmodified opinion/ clean opinion and no material issues found); on a going concern basis.</p> <p>8 = Three (3) years of annual financial statements (unqualified audit opinions or independently reviewed unmodified opinion/ clean opinion and no material issues found); on a going concern basis.</p> <p>10 = Four (4) years of annual financial statements (unqualified audit opinions or independently reviewed unmodified opinion/ clean opinion and no material issues found), on a going concern basis.</p>	
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**ILLUSTRATION: POINTS ALLOCATION FOR PROJECT TEAM YEARS OF EXPERIENCE**

Noting that the points will be allocated according to the Weighted Actual Years of experience ranges in the table below, consider the example/illustration in the table below it.

**RANGES AND POINTS ALLOCATION:**

% Weighted Actual Years / Weighted Desired Years <i>(up to)</i>	Ranges: Weighted Actual Years		Points
	ABOVE	TO (and including)	
70%	0	4.515	<b>0</b>
80%	4.515	5.160	<b>6</b>
90%	5.160	5.805	<b>8</b>
100%	5.805	6.450	<b>10</b>

**Illustration:**

<b>(A) Role</b>	<b>(B) Desired Years of Experience</b>	<b>(C) Weight</b>	<b>(D) Weighted Desired Years</b>  = Desired Years x Weight  = B*C	<b>(E) Actual Years of Experience</b>  <i>[example]</i>	<b>(F) Weighted Actual Years</b>  = Actual Years x Weight  = E*C  <i>(Note: Where Actual Years (E) exceeds Desired Years (D), then Desired Years (D) will be used for this calculation)</i>
Editor	10	25.0%	2.500	6	1.500
Project/Account Manager	5	12.5%	0.625	3	0.375
Creative Director	7	17.5%	1.225	8	1.225
Web developer	5	12.5%	0.625	6	0.625
Digital marketing and Social Media Management	5	12.5%	0.625	13	0.625
Commercial/Sales Manager	5	12.5%	0.625	4	0.500
Data and Analytics Specialist	3	7.5%	0.225	3	0.225
<b>TOTAL:</b>	<b>40</b>		<b>6.450</b>		<b>5.075</b>

**( 6 points will be allocated)**

## **DETAILED PRICING – SBD 3.1 Firm Pricing**

Bidders are required to provide a detailed and comprehensive price proposal i.e., all costs associated the bidder's proposal must be clearly specified and included in the Total Bid Price.

*Price quoted is fully inclusive of all costs including disbursements and other overheads, delivery to the specified SANParks Business Unit geographical address and includes value- added tax, income tax, unemployment insurance fund contributions, and skills development levies.*

*Price changes whether as a result of CPI, PPI, extensions or expansions will be allowed in terms of the signed contract by both parties.*

In addition to the all-inclusive bid price and order for SANParks to assess the allocation of resources and make comparative bid assessments, bidders are **ALSO** required to complete the table A below as part of the detailed pricing.

<u>NO</u>	<u>DESCRIPTION</u>	<u>PRICE FOR YEAR 1</u>	<u>PRICE FOR YEAR 2</u>	<u>PRICE FOR YEAR 3</u>	<u>TOTAL FOR 3 YEARS (EXCL VAT)</u>
<b>STAFF</b>					
1	<b>Project Staff Costs</b>				
<b>SET UP</b>					
2	<b>Software</b>				
3	<b>Design and Layout</b>				
4	<b>Development</b>				
5	<b>Project Management</b>				
6	<b>Hosting, if applicable</b> (applicable only if any element of the Wild Digital Communication Suite cannot be hosted in SANParks' own web platforms)				
<b>PRODUCT DELIVERY</b>					

7	<b>Digital Magazine [Quarterly]</b> 96 + 4-page magazine. Digital format (page flipper, computer and mobile compatible, ready for printing to paper format not smaller than A5)				
8	<b>E- Newsletter [Monthly]</b> 3-6 pages e-newsletter				
9	<b>Content updates for blogposts, mobile app, member portal, direct email [adhoc]</b> (assume 1 blogpost per month; 2 updates per month for mobile app and member portal; 4 direct emailers per month)				
10	<b>Social Media Platforms Management [adhoc]</b> (specific to only the Wild Digital Communication Suite; assume 3 high-quality weekly broadcast posts; queries and complaints will be referred to the SANParks social media and customer care teams)				
<b>SUBTOTAL (EXCLUDING VAT)</b>					<b>R</b>
<b>VAT at 15%</b>					<b>R</b>
<b>TOTAL BID PRICE (INCLUDING VAT at 15%)</b>					<b>R</b>

**NB: Bidders must provide a detailed schedule with monthly pricing breakdown of all the above over the 36-month period.**

**Total price (Total price must include all cost and all applicable taxes): R.....**

# ANNEXURE A – STANDARD BIDDING DOCUMENTS

SBD 4

## BIDDER'S DISCLOSURE

### 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. BIDDER'S DECLARATION

2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest<sup>1</sup> in the enterprise,

employed by the state?

**YES/NO**

2.1.1 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.

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<sup>1</sup> the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.



### 3 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>2</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.
- 3.4 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.
- 3.5 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.
- 3.6 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

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<sup>2</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.

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 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 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

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

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

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

**1. GENERAL CONDITIONS**

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

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

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

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

- a) The applicable preference point system for this tender is the 80/20 preference point system.
- b) The 80/20 preference point system will be applicable in this tender. The lowest/ highest acceptable tender will be used to determine the accurate system once tenders are received.

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

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

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

The maximum points for this tender are allocated as follows:

	POINTS
<b>PRICE</b>	80
<b>SPECIFIC GOALS</b>	20
<b>Total points for Price and SPECIFIC GOALS</b>	100

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

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

## 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 PREFERENCE POINT SYSTEMS

A maximum of 80 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 tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

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

#### 3.2.1. POINTS AWARDED FOR PRICE

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

**80/20**

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

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmax = 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, the 80/20 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, the 80/20 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,

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

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)
Preference to enterprises owned by black people with at least 51% shareholding or more	<b>Total Points 10</b> 90% to 100% = 10 70 to 89% = 8 51% to 79% = 6 0% to 50% = 0	
Preference to enterprises owned by women with at least 30% shareholding	<b>Total Points 5</b> 80% to 100% = 5 50% to 79% = 3 30% to 49% = 2 0% to 29% = 0	
Preference to enterprises owned by at least 51% Black Youth	<b>Total Points 5</b> 90% to 100% = 5 70% to 89% = 3 51% to 69% = 2 0% to 50% = 0	
<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  
[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.

..... <b>SIGNATURE(S) OF TENDERER(S)</b>	
<b>SURNAME AND NAME:</b>	.....
<b>DATE:</b>	.....
<b>ADDRESS:</b>	..... ..... ..... .....

CONTRACT FORM - RENDERING OF SERVICES

THIS FORM MUST BE FILLED IN DUPLICATE BY BOTH THE SERVICE PROVIDER (PART 1) AND THE PURCHASER (PART 2). BOTH FORMS MUST BE SIGNED IN THE ORIGINAL SO THAT THE SERVICE PROVIDER AND THE PURCHASER WOULD BE IN POSSESSION OF ORIGINALLY SIGNED CONTRACTS FOR THEIR RESPECTIVE RECORDS.

PART 1 (TO BE FILLED IN BY THE SERVICE PROVIDER)

- 1. I hereby undertake to render services described in the attached bidding documents to (name of the institution)..... in accordance with the requirements and task directives / proposals specifications stipulated in Bid Number..... at the price/s quoted. My offer/s remain binding upon me and open for acceptance by the Purchaser during the validity period indicated and calculated from the closing date of the bid.
- 2. The following documents shall be deemed to form and be read and construed as part of this agreement:
  - (i) Bidding documents, viz
    - Invitation to bid;
    - Pricing schedule(s);
    - Filled in task directive/proposal;
    - Preference claims for Specific Goal/s
  - (ii) General Conditions of Contract; and
  - (iii) Other (specify)
- 3. I confirm that I have satisfied myself as to the correctness and validity of my bid; that the price(s) and rate(s) quoted cover all the services specified in the bidding documents; that the price(s) and rate(s) cover all my obligations and I accept that any mistakes regarding price(s) and rate(s) and calculations will be at my own risk.
- 4. I accept full responsibility for the proper execution and fulfillment of all obligations and conditions devolving on me under this agreement as the principal liable for the due fulfillment of this contract.
- 5. I declare that I have no participation in any collusive practices with any bidder or any other person regarding this or any other bid.
- 6. I confirm that I am duly authorised to sign this contract.

NAME (PRINT) .....

CAPACITY .....

SIGNATURE .....

NAME OF FIRM .....

DATE .....

**CONTRACT FORM - RENDERING OF SERVICES**

**PART 2 (TO BE FILLED IN BY THE PURCHASER)**

1. I..... in my capacity as..... accept your bid under reference number .....dated.....for the rendering of services indicated hereunder and/or further specified in the annexure(s).
2. An official order indicating service delivery instructions is forthcoming.
3. I undertake to make payment for the services rendered in accordance with the terms and conditions of the contract, within 30 (thirty) days after receipt of an invoice.

DESCRIPTION OF SERVICE	PRICE (ALL APPLICABLE TAXES INCLUDED)	COMPLETION DATE	SPECIFIC GOAL TOTAL POINTS CLAIMED

4. I confirm that I am duly authorised to sign this contract.

SIGNED AT .....ON.....

NAME (PRINT) .....

SIGNATURE .....

OFFICIAL STAMP

**WITNESSES**

1 .....

2 .....

DATE:.....

## ANNEXURE D

### GENERAL CONDITIONS OF CONTRACT

In this document words in the singular also mean in the plural and vice versa, words in the masculine mean in the feminine and neuter, words “department” means organs of state inclusive of public entities and vice versa, and the words “will/should” mean “must”.

**South African National Parks (SANParks) cannot amend the National Treasury’s General Conditions of Contract (GCC). SANParks appends Special Conditions of Contract (SCC) providing specific information relevant to a GCC clause that requires the addition of Special Conditions and Special Conditions specific to this bid contract is not part of the General Conditions of Contract. No clause in this document shall be in conflict with another clause. Whenever there is a conflict, the provisions of the Special Conditions of Contract shall prevail.**

GCC1	<b>1. Definitions - The following terms shall be interpreted as indicated:</b>
	1.1. “ <b>Closing time</b> ” means the date and hour specified in the bidding documents for the receipt of bids.
	1.2. “ <b>Contract</b> ” means the written agreement entered into between the purchaser and the supplier, as recorded in the contract form signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.
	1.3. “ <b>Contract price</b> ” means the price payable to the supplier under the contract for the full and proper performance of his contractual obligations.
	1.4. “ <b>Corrupt practice</b> ” means the offering, giving, receiving, or soliciting of anything of value to influence the action of a public official in the procurement process or in contract execution.
	1.5. “ <b>Countervailing duties</b> ” imposed in cases where an enterprise abroad is subsidized by its government and encouraged to market its products internationally.
	1.6. “ <b>Country of origin</b> ” means the place where the goods were mined, grown, or produced, or from which the services are supplied. Goods produced when, through manufacturing, processing or substantial and major assembly of components, a commercially recognized new product results that is substantially different in basic characteristics or in purpose or utility from its components.
	1.7. “ <b>Day</b> ” means calendar day.
	1.8. “ <b>Delivery</b> ” means delivery in compliance of the conditions of the contract or order.

	<p>1.9. <b>“Delivery ex stock”</b> means immediate delivery directly from stock actually on hand.</p> <p>1.10. <b>“Delivery into consignees store or to his site”</b> means delivered and unloaded in the specified store or depot or on the specified site in compliance with the conditions of the contract or order, the supplier bearing all risks and charges involved until the supplies are so delivered and a valid receipt is obtained.</p> <p>1.11. <b>“Dumping”</b> occurs when a private enterprise abroad market its goods on own initiative in the RSA at lower prices than that of the country of origin and which have the potential to harm the local industries in the RSA.</p> <p>1.12. <b>“Force majeure”</b> means an event beyond the control of the supplier and not involving the supplier’s fault or negligence and not foreseeable. Such events may include, but is not restricted to, acts of the purchaser in its sovereign capacity, wars, or revolutions, fires, floods, epidemics, quarantine restrictions and freight embargoes.</p> <p>1.13. <b>“Fraudulent practice”</b> means a misrepresentation of facts in order to influence a procurement process or the execution of a contract to the detriment of any bidder, and includes collusive practice among bidders (prior to or after bid submission) designed to establish bid prices at artificial non-competitive levels and to deprive the bidder of the benefits of free and open competition.</p> <p>1.14. <b>“GCC”</b> mean the General Conditions of Contract.</p> <p>1.15. <b>“Goods”</b> means all of the equipment, machinery, and/or other materials that the supplier is required to supply to the purchaser under the contract.</p> <p>1.16. <b>“Imported content”</b> means that portion of the bidding price represented by the cost of components, parts or materials which have been or are still to be imported (whether by the supplier or his subcontractors) and which costs are inclusive of the costs abroad, plus freight and other direct importation costs such as landing costs, dock dues, import duty, sales duty or other similar tax or duty at the South African place of entry as well as transportation and handling charges to the factory in the Republic where the supplies covered by the bid will be manufactured.</p> <p>1.17. <b>“Local content”</b> means that portion of the bidding price, which is not included in the imported content if local manufacture does take place.</p> <p>1.18. <b>“Manufacture”</b> means the production of products in a factory using labour, materials, components, and machinery and includes other related value-adding activities.</p> <p>1.19. <b>“Order”</b> means an official written order issued for the supply of goods or works or the rendering of a service.</p> <p>1.20. <b>“Project site”</b>, where applicable, means the place indicated in bidding documents.</p>
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	<p>1.21. <b>“Purchaser”</b> means the organization purchasing the goods.</p> <p>1.22. <b>“Republic”</b> means the Republic of South Africa.</p> <p>1.23. <b>“SCC”</b> means the Special Conditions of Contract.</p> <p>1.24. <b>“Services”</b> means those functional services ancillary to the supply of the goods, such as transportation and any other incidental services, such as installation, commissioning, provision of technical assistance, training, catering, gardening, security, maintenance and other such obligations of the supplier covered under the contract.</p> <p>1.25. <b>“Written”</b> or <b>“in writing”</b> means handwritten in ink or any form of electronic or mechanical writing.</p>
GCC2	<b>2. Application</b>
	<p>2.1. These general conditions are applicable to all bids, contracts and orders including bids for functional and professional services, sales, hiring, letting and the granting or acquiring of rights, but excluding immovable property, unless otherwise indicated in the bidding documents.</p> <p>2.2. Where applicable, special conditions of contract laid down to, cover specific supplies, services or works.</p> <p>2.3. Where such special conditions of contract are in conflict with these general conditions, the special conditions shall apply.</p>
GCC3	<b>3. General</b>
	<p>3.1. Unless otherwise indicated in the bidding documents, the purchaser shall not be liable for any expense incurred in the preparation and submission of a bid. Where applicable a non-refundable fee for documents may be charged.</p> <p>3.2. With certain exceptions (National Treasury’s eTender website), invitations to bid are only published in the Government Tender Bulletin. The Government Tender Bulletin may be obtained directly from the Government Printer, Private Bag X85, Pretoria 0001, or accessed electronically from <a href="http://www.treasury.gov.za">www.treasury.gov.za</a></p>
GCC4	<b>4. Standards</b>
	<p>4.1. The goods supplied shall conform to the standards mentioned in the bidding documents and specifications.</p>
GCC5	<b>5. Use of contract documents and information</b>
	<p>5.1. The supplier shall not disclose, without the purchaser’s prior written</p>

	<p>consent, the contract, or any provision thereof, or any specification, plan, drawing, pattern, sample, or information furnished by or on behalf of the purchaser in connection therewith, to any person other than a person employed by the supplier in the performance of the contract. Disclosure made to any such employed person is in confidence and shall extend only as far as may be necessary for purposes of such performance.</p> <p>5.2. The supplier shall not make, without the purchaser's prior written consent, use of any document or information mentioned in GCC clause 5.1 except for purposes of performing the contract.</p> <p>5.3. Any document, other than the contract itself mentioned in GCC clause 5.1 shall remain the property of the purchaser and shall be returned (all copies) to the purchaser on completion of the supplier's performance under the contract if so required by the purchaser.</p> <p>5.4. The supplier shall permit the purchaser to inspect the supplier's records relating to the performance of the supplier and to have them audited by auditors appointed by the purchaser, if so required by the purchaser.</p>
GCC6	<b>6. Patent rights</b>
	<p>6.1. The supplier shall indemnify the purchaser against all third-party claims of infringement of patent, trademark, or industrial design rights arising from use of the goods or any part thereof by the purchaser.</p>
GCC7	<b>7. Performance security</b>
	<p>7.1. Within thirty days (30) of receipt of the notification of contract award, the successful bidder shall furnish to the purchaser the performance security of the amount specified in SCC.</p> <p>7.2. The proceeds of the performance security shall be payable to the purchaser as compensation for any loss resulting from the supplier's failure to complete his obligations under the contract.</p> <p>7.3. The performance security shall be denominated in the currency of the contract, or in a freely convertible currency acceptable to the purchaser and shall be in one of the following forms:</p> <p>7.3.1. bank guarantee or an irrevocable letter of credit issued by a reputable bank located in the purchaser's country or abroad, acceptable to the purchaser, in the form provided in the bidding documents or another form acceptable to the purchaser; or</p> <p>7.3.2 a cashier's or certified cheque</p> <p>7.4. The performance security will be discharged by the purchaser and</p>

	<p>returned to the supplier within thirty (30) days following the date of completion of the supplier's performance obligations under the contract, including any warranty obligations, unless otherwise specified in SCC.</p>
GCC8	<p><b>8. Inspections, tests and analyses</b></p>
	<p>8.1. All pre-bidding testing will be for the account of the bidder.</p> <p>8.2. If it is a bid condition that supplies to be produced or services to be rendered should at any stage during production or execution or on completion be subject to inspection, the premises of the bidder or contractor shall be open, at all reasonable hours, for inspection by a representative of the purchaser or an organization acting on behalf of the purchaser.</p> <p>8.3. If there are no inspection requirements indicated in the bidding documents and contract makes no mention, but during the contract period, it is decided that inspections shall be carried out, the purchaser shall itself make the necessary arrangements, including payment arrangements with the testing authority concerned.</p> <p>8.4. If the inspections, tests and analyses referred to in clauses 8.2 and 8.3 show the supplies to be in accordance with the contract requirements, the cost of the inspections, tests and analyses shall be defrayed by the purchaser.</p> <p>8.5. Where the supplies or services referred to in clauses 8.2 and 8.3 do not comply with the contract requirements, irrespective of whether such supplies or services are accepted or not, the supplier shall defray the cost in connection with these inspections, tests, or analyses.</p> <p>8.6. Supplies and services referred to in clauses 8.2 and 8.3 and which do not comply with the contract requirements may be rejected.</p> <p>8.7. Any contract supplies may on or after delivery be inspected, tested or analysed and may be rejected if found not to comply with the requirements of the contract. Such rejected supplies are held at the cost and risk of the supplier who shall, when called upon, remove them immediately at his own cost and forthwith substitute them with supplies, which do comply with the requirements of the contract. Failing such removal the rejected supplies shall be returned at the suppliers cost and risk. Should the supplier fail to provide the substitute supplies forthwith, the purchaser may, without giving the supplier further opportunity to substitute the rejected supplies, purchase such supplies as may be necessary at the expense of the supplier.</p> <p>8.8. The provisions of clauses 8.4 to 8.7 shall not prejudice the right of the purchaser to cancel the contract because of a breach of the conditions thereof, or to act in terms of Clause 23 of GCC.</p>

GCC9	<b>9. Packing</b>
	<p>9.1. The supplier shall provide such packing of the goods as is required to prevent their damage or deterioration during transit to their final destination, as indicated in the contract. The packing shall be sufficient to withstand, without limitation, rough handling during transit and exposure to extreme temperatures, salt, and precipitation during transit, and open storage. Packing, case size and weights shall take into consideration, where appropriate, the remoteness of the goods' final destination and the absence of heavy handling facilities at all points in transit.</p> <p>9.2. The packing, marking, and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the contract, including additional requirements, if any, specified in SCC, and in any subsequent instructions ordered by the purchaser.</p>
GCC10	<b>10. Delivery and Documentation</b>
	<p>10.1. The supplier in accordance with the terms specified in the contract shall make delivery of the goods/services. The SCC specifies the details of shipping and/or other documents furnished by the supplier.</p> <p>10.2. Documents submitted by the supplier are specified in SCC.</p>
GCC11	<b>11. Insurance</b>
	<p>11.1. The goods supplied under the contract are fully insured in a freely convertible currency against loss or damage incidental to manufacture or acquisition, transportation, storage and delivery in the manner specified in the SCC.</p>
GCC12	<b>12. Transportation</b>
	<p>12.1. Should a price other than an all-inclusive delivered price be required, this shall be specified in the SCC.</p>
GCC13	<b>13. Incidental services</b>
	<p>13.1. The supplier may be required to provide any or all of the following services, including additional services, if any, specified in SCC:</p> <p>13.1.1. Performance or supervision of on-site assembly and/or commissioning of the supplied goods;</p> <p>13.1.2. Furnishing of tools required for assembly and/or maintenance of the supplied goods;</p> <p>13.1.3. Furnishing of a detailed operations and maintenance manual for each appropriate unit of the supplied goods;</p>

	<p>13.1.4. Performance or supervision or maintenance and/or repair of the supplied goods, for a period of time agreed by the parties, provided that this service shall not relieve the supplier of any warranty obligations under this contract; and</p> <p>13.1.5. Training of the purchaser's personnel, at the supplier's plant and/or on-site, conducted in assembly, start-up, operation, maintenance, and/or repair of the supplied goods.</p> <p>13.2. Prices charged by the supplier for incidental services, if not included in the contract price for the goods, shall be agreed upon in advance by the parties and shall not exceed the prevailing rates charged to other parties by the supplier for similar services.</p>
GCC1 4	<b>14. Spare parts</b>
	<p>14.1. As specified in SCC, the supplier may be required to provide any or all of the following materials, notifications, and information pertaining to spare parts manufactured or distributed by the supplier:</p> <p>14.1.1. Such spare parts as the purchaser may elect to purchase from the supplier, provided that this election shall not relieve the supplier of any warranty obligations under the contract; and</p> <p>14.1.2. In the event of termination of production of the spare parts:</p> <p>14.1.2.1. Advance notification to the purchaser of the pending termination, in sufficient time to permit the purchaser to procure needed requirements; and</p> <p>14.1.2.2. Following such termination, furnishing at no cost to the purchaser, the blueprints, drawings, and specifications of the spare parts, if requested.</p>
GCC1 5	<b>15. Warranty</b>
	<p>15.1. The supplier warrants that the goods supplied under the contract are new, unused, of the most recent or current models and those they incorporate all recent improvements in design and materials unless provided otherwise in the contract. The supplier further warrants that all goods supplied under this contract shall have no defect, arising from design, materials, or workmanship (except when the design and/or material is required by the purchaser's specifications) or from any act or omission of the supplier, that may develop under normal use of the supplied goods in the conditions prevailing in the country of final destination.</p> <p>15.2. This warranty shall remain valid for twelve (12) months after the goods, or any portion thereof as the case may be, have been delivered to and accepted at the final destination indicated in the contract, or for eighteen (18) months after the date of shipment from the port or place of loading in the source country, whichever period concludes earlier, unless specified otherwise in SCC.</p>

	<p>15.3. The purchaser shall promptly notify the supplier in writing of any claims arising under this warranty.</p> <p>15.4. Upon receipt of such notice, the supplier shall, within the period specified in SCC and with all reasonable speed, repair or replace the defective goods or parts thereof, without costs to the purchaser.</p> <p>15.5. If the supplier, having been notified, fails to remedy the defect(s) within the period specified in SCC, the purchaser may proceed to take such remedial action as may be necessary, at the supplier's risk and expense and without prejudice to any other rights, which the purchaser may have against the supplier under the contract.</p>
GCC1 6	<b>16. Payment</b>
	<p>16.1. The method and conditions of payment to be made to the supplier under this contract shall be specified in SCC.</p> <p>16.2. The supplier shall furnish the purchaser with an invoice accompanied by a copy of the delivery note and upon fulfillment of other obligations stipulated in the contract.</p> <p>16.3. Payments shall be made promptly by the purchaser, but in no case later than thirty (30) days after submission of an invoice or claim by the supplier.</p> <p>16.4. Payment will be made in Rand unless otherwise stipulated in SCC</p>
GCC1 7	<b>17. Prices</b>
	<p>17.1. Prices charged by the supplier for goods delivered and services performed under the contract shall not vary from the prices quoted by the supplier in his bid, with the exception of any price adjustments authorized in SCC or in the purchaser's request for bid validity extension, as the case may be.</p>
GCC1 8	<b>18. Contract amendment</b>
	<p>18.1. No variation in or modification of the terms of the contract shall be made except by written amendment signed by the parties concerned.</p>
GCC1 9	<b>19. Assignment</b>
	<p>19.1. The supplier shall not assign, in whole or in part, its obligations to perform under the contract, except with the purchaser's prior written consent.</p>
GCC2 0	<b>20. Subcontract</b>

	<p>20.1. The supplier shall notify the purchaser 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 supplier from any liability or obligation under the contract</p>
GCC2 1	<b>21. Delays in supplier's performance</b>
	<p>21.1. Delivery of the goods and performance of services shall be made by the supplier in accordance with the time schedule prescribed by the purchaser in the contract.</p> <p>21.2. If at any time during performance of the contract, the supplier or its subcontractor(s) should encounter conditions impeding timely delivery of the goods and performance of services, the supplier shall promptly notify the purchaser in writing of the fact of the delay, its likely duration, and its cause(s). As soon as practicable after receipt of the supplier's notice, the purchaser shall evaluate the situation and may at his discretion extend the supplier'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.</p> <p>21.3. No provision in a contract shall be deemed to prohibit the obtaining of supplies or services from a national department, provincial department, or a local authority.</p> <p>21.4. The right is reserved to procure outside of the contract small quantities or to have minor essential services executed if an emergency arises, the supplier's point of supply is not situated at or near the place where the supplies are required, or the supplier's services are not readily available.</p> <p>21.5. Except as provided under GCC Clause 25, a delay by the supplier in the performance of its delivery obligations shall render the supplier liable to the imposition of penalties, pursuant to GCC Clause 22, unless an extension of time is agreed upon pursuant to GCC Clause 21.2 without the application of penalties.</p> <p>21.6. Upon any delay beyond the delivery period in the case of a supplies contract, the purchaser shall, without canceling the contract, be entitled to purchase supplies of a similar quality and up to the same quantity in substitution of the goods not supplied in conformity with the contract and to return any goods delivered later at the supplier's expense and risk, or to cancel the contract and buy such goods as may be required to complete the contract and without prejudice to his other rights, be entitled to claim damages from the supplier.</p>
GCC2 2	<b>22. Penalties</b>
	<p>22.1. Subject to GCC Clause 25, if the supplier fails to deliver any or all of the goods or to perform the services within the period(s) specified in</p>

	<p>the contract, the purchaser 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. The purchaser may also consider termination of the contract pursuant to GCC Clause 23.</p>
GCC2 3	<p><b>23. Termination for default</b></p>
	<p>23.1. The purchaser, without prejudice to any other remedy for breach of contract, by written notice of default sent to the supplier, may terminate this contract in whole or in part:</p> <p>23.1.1. If the supplier fails to deliver any or all of the goods within the period(s) specified in the contract, or within any extension thereof granted by the purchaser pursuant to GCC Clause 21.2;</p> <p>23.1.2. If the Supplier fails to perform any other obligation(s) under the contract; or</p> <p>23.1.3. If the supplier, in the judgment of the purchaser, has engaged in corrupt or fraudulent practices in competing for or in executing the contract.</p> <p>23.2. In the event the purchaser terminates the contract in whole or in part, the purchaser may procure, upon such terms and in such manner as it deems appropriate, goods, works or services similar to those undelivered, and the supplier shall be liable to the purchaser for any excess costs for such similar goods, works or services. However, the supplier shall continue performance of the contract to the extent not terminated.</p> <p>23.3. Where the purchaser terminates the contract in whole or in part, the purchaser may decide to impose a restriction penalty on the supplier by prohibiting such supplier from doing business with the public sector for a period not exceeding 10 years.</p> <p>23.4. If a purchaser intends imposing a restriction on a supplier or any person associated with the supplier, the supplier will be allowed a period of not more than fourteen (14) days to provide reasons why the envisaged restriction should not be imposed. Should the supplier fail to respond within the stipulated fourteen (14) days the purchaser may regard the intended penalty as not objected against and may impose it on the supplier.</p> <p>23.5. Any restriction imposed on any person by the Accounting Officer / Authority will, at the discretion of the Accounting Officer / Authority, also be applicable to any other enterprise or any partner, manager, director or other person who wholly or partly exercises or exercised or may exercise control over the enterprise of the first-mentioned person, and with which enterprise or person the first-mentioned</p>

	<p>person, is or was in the opinion of the Accounting Officer / Authority actively associated.</p> <p>23.6. If a restriction is imposed, the purchaser must, within five (5) working days of such imposition, furnish the National Treasury, with the following information:</p> <p>23.6.1. The name and address of the supplier and / or person restricted by the purchaser;</p> <p>23.6.2. The date of commencement of the restriction</p> <p>23.6.3. The period of restriction; and</p> <p>23.6.4. The reasons for the restriction.</p> <p>These details will be loaded in the National Treasury's central database of suppliers or persons prohibited from doing business with the public sector.</p> <p>23.7. If a court of law convicts a person of an offence as contemplated in sections 12 or 13 of the Prevention and Combating of Corrupt Activities Act, No. 12 of 2004, the court may also rule that such person's name be endorsed on the Register for Tender Defaulters. When a person's name has been endorsed on the Register, the person will be prohibited from doing business with the public sector for a period not less than five years and not more than 10 years. The National Treasury is empowered to determine the period of restriction and each case will be dealt with on its own merits. According to section 32 of the Act the Register must be open to the public. The Register can be perused on the National Treasury website.</p>
GCC2 4	<b>24. Anti-dumping and countervailing duties and rights</b>
	<p>24.1. 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, the State 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 the State or the State 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</p>
GCC2 5	<b>25. Force Majeure</b>

	<p>25.1. Notwithstanding the provisions of GCC Clauses 22 and 23, the supplier 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.</p> <p>25.2. If a force majeure situation arises, the supplier shall promptly notify the purchaser in writing of such condition and the cause thereof. Unless otherwise directed by the purchaser in writing, the supplier 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.</p>
GCC2 6	<b>26. Termination for insolvency</b>
	<p>26.1. The purchaser may at any time terminate the contract by giving written notice to the supplier if the supplier becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation to the supplier, provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to the purchaser.</p>
GCC2 7	<b>27. Settlement of disputes</b>
	<p>27.1. If any dispute or difference of any kind whatsoever arises between the purchaser and the supplier in connection with or arising out of the contract, the parties shall make every effort to resolve amicably such dispute or difference by mutual consultation.</p> <p>27.2. If, after thirty (30) days, the parties have failed to resolve their dispute or difference by such mutual consultation, then either the purchaser or the supplier may give notice to the other party of his intention to commence with mediation. No mediation in respect of this matter may be commenced unless such notice is given to the other party.</p> <p>27.3. Should it not be possible to settle a dispute by means of mediation, it may be settled in a South African court of law.</p> <p>27.4. Mediation proceedings shall be conducted in accordance with the rules of procedure specified in the SCC.</p> <p>27.5. Notwithstanding any reference to mediation and/or court proceedings herein,</p> <p>27.5.1. The parties shall continue to perform their respective obligations under the contract unless they otherwise agree; and</p> <p>27.5.2. The purchaser shall pay the supplier any monies due the supplier.</p>
GCC2 8	<b>28. Limitation of liability</b>

	<p>28.1. Except in cases of criminal negligence or wilful misconduct, and in the case of infringement pursuant to Clause 6;</p> <p>28.1.1. The supplier shall not be liable to the purchaser, whether in contract, tort, or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the supplier to pay penalties and/or damages to the purchaser; and</p> <p>28.1.2. The aggregate liability of the supplier to the purchaser, whether under the contract, in tort or otherwise, shall not exceed the total contract price, provided that this limitation shall not apply to the cost of repairing or replacing defective equipment.</p>
GCC2 9	<b>29. Governing language</b>
	<p>29.1. The contract shall be written in English. All correspondence and other documents pertaining to the contract that is exchanged by the parties shall also be written in English.</p>
GCC3 0	<b>30. Applicable law</b>
	<p>30.1. The contract shall be interpreted in accordance with South African laws, unless otherwise specified in SCC.</p>
GCC3 1	<b>31. Notices</b>
	<p>31.1. Every written acceptance of a bid shall be posted to the supplier concerned by registered or certified mail and any other notice to him shall be posted by ordinary mail to the address furnished in his bid or to the address notified later by him in writing and such posting shall be deemed to be proper service of such notice</p> <p>31.2. The time mentioned in the contract documents for performing any act after such aforesaid notice has been given, shall be reckoned from the date of posting of such notice</p>
GCC3 2	<b>32. Taxes and duties</b>
	<p>32.1. A foreign supplier shall be entirely responsible for all taxes, stamp duties, license fees, and other such levies imposed outside the purchaser's country.</p> <p>32.2. A local supplier shall be entirely responsible for all taxes, duties, license fees, etc., incurred until delivery of the contracted goods to the purchaser.</p> <p>32.3. No contract shall be concluded with any bidder whose tax matters are not in order. Prior to the award of a bid, the SANParks must be in possession of a tax clearance certificate, submitted by the bidder. This certificate must be an original issued by the South African</p>

	Revenue Services
GCC3 3	<b>33. National Industrial Participation Programme</b>
	33.1. The NIP Programme administered by the Department of Trade and Industry shall be applicable to all contracts that are subject to the NIP obligation.
GCC3 4	<b>34. Prohibition of restrictive practices</b>
	34.1. In terms of section 4 (1) (b) (iii) of the Competition Act No. 89 of 1998, as amended, an agreement between, or concerted practice by, firms, or a decision by an association of firms, is prohibited if it is between parties in a horizontal relationship and if a bidder (s) is / are or a contractor(s) was / were involved in collusive bidding (or bid rigging).
	34.2. If a bidder(s) or contractor(s), based on reasonable grounds or evidence obtained by the purchaser, has/have engaged in the restrictive practice referred to above, the purchaser may refer the matter to the Competition Commission for investigation and possible imposition of administrative penalties as contemplated in the Competition Act No. 89 of 1998.
	34.3. If a bidder(s) or contractor(s), has / have been found guilty by the Competition Commission of the restrictive practice referred to above, the purchaser may, in addition and without prejudice to any other remedy provided for, invalidate the bid(s) for such item(s) offered, and / or terminate the contract in whole or part, and / or restrict the bidder(s) or contractor(s) from conducting business with the public sector for a period not exceeding ten (10) years and / or claim damages from the bidder(s) or contractor(s) concerned.
	<b>Contracted Party Due Diligence</b> SANParks reserves the right to conduct supply chain due diligence including site visits and inspections at any time during the contract period.
	<b>Jigs, Tools, and Templates, where applicable</b> Unless otherwise agreed, all jigs, tools, templates, and similar equipment necessary for the execution of this contract is property of SANParks, if SANParks has paid for these. On completion or cancellation of the contract, the contractor delivers all SANParks property to SANParks premises, properly marked with the contract and the relevant code number as supplied by SANParks.
	<b>Copyright and Intellectual Property</b> All background intellectual property (existing prior to this contract) invests in and remains the sole property of the contributing party to this contract and/or the contracted discloses the same to SANParks at the commencement of this contract. The contracted supplier grants SANParks a fully paid up, irrevocable, non-exclusive, and transferable licence to use its background intellectual property including the right to sub-licence to third parties in perpetuity and to the extent that SANParks requires for the exploitation of the contract intellectual property and to enable SANParks to obtain the full benefit of the contract intellectual property.

	<p>The parties agree that all right, title, and interest in the contract intellectual property rightly invests in SANParks and to give effect to the foregoing:</p> <ul style="list-style-type: none"> <li>(a) The contracted supplier hereby assigns all rights, titles, and interests in and to the contract intellectual property that it may own to SANParks and SANParks hereby accepts such assignment, and</li> <li>(b) The contracted supplier undertakes to assign in writing to SANParks all contract intellectual property and which may invest in the contracted supplier.</li> </ul> <p>The contracted supplier shall keep the contract intellectual property confidential and shall fulfil its confidentiality obligations as set out in this document.</p> <p>The contracted supplier shall assist SANParks in obtaining statutory protection for the contract intellectual property at the expense of SANParks wherever SANParks may choose to obtain such protection. The contracted party shall procure where necessary the signatures of its personnel for the assignment of the contract intellectual property to SANParks, or as SANParks may direct, and to support SANParks, or its nominee, in the prosecution and enforcement thereof in any country in the world.</p> <p>The contracted supplier hereby irrevocably appoints SANParks to be its true and lawful agent in its own name, to do such acts, deeds, and things and to execute deeds, documents, and forms that SANParks, in its absolute discretion, requires in order to give effect to the terms of this clause.</p> <p>The rights and obligations set out in this clause shall service termination of this contract indefinitely.</p>
	<p><b>Confidentiality</b></p> <p>The recipient of confidential information shall be careful and diligent as not to cause any unauthorised disclosure or use of the confidential information, in particular, during its involvement with SANParks and after termination of its involvement with SANParks, the recipient shall not:</p> <ul style="list-style-type: none"> <li>(a) Disclose the confidential information, directly or indirectly, to any person or entity, without SANParks' prior written consent.</li> <li>(b) Use, exploit or in any other manner whatsoever apply the confidential information for any other purpose whatsoever, other than for the execution of the contract and the delivery of the deliverables or</li> <li>(c) Copy, reproduce, or otherwise publish confidentiality information except as strictly required for the execution of the contract.</li> </ul> <p>The recipient shall ensure that any employees, agents, directors, contractors, service providers, and associates which may gain access to the confidential information are bound by agreement with the recipient both during the term of their associations with the recipient and after termination of their respective associations with the recipient, not to</p> <ul style="list-style-type: none"> <li>(a) Disclose the confidential information to any third party, or</li> <li>(b) Use the confidential information otherwise than as may be strictly necessary for the execution of the contract,</li> </ul> <p>The recipient shall take all such steps as may be reasonably necessary to prevent the confidential information from falling into the hands of any unauthorised third party.</p> <p>The undertakings set out in this clause shall not apply to confidential information, which the recipient is able to prove:</p>

- (a) Was independently developed by the recipient prior to its involvement with SANParks or in the possession of the recipient prior to its involvement with SANParks;
- (b) Is now or hereafter comes into the public domain other than by breach of this contract by the recipient;
- (c) Was lawfully received by the recipient from a third party acting in good faith having a right of further disclosure and who do not derive the same directly or indirectly from SANParks, or
- (d) Is required by law to be disclosed by the recipient, but only to the extent of such order and the recipient shall inform SANParks of such requirement prior to any disclosure.

The recipient shall within one (1) month of receipt of a written request from SANParks to do so, return to SANParks all material embodiments, whether in documentary or electronic form, of the confidential information including but not limited to:

- (a) All written disclosures received from SANParks;
- (b) All written transcripts of confidential information disclosed verbally by the SANParks; and
- (c) All material embodiments of the contract intellectual property.

The recipient acknowledges that the confidential information made available solely for the execution of the contract and for no other purpose whatsoever and that the confidential information would not have been made available to the recipient, but for the obligations of confidentiality agreed to herein.

Except as expressly herein provided, this contract shall not be construed as granting or confirming, either expressly or impliedly any rights, licenses or relationships by furnishing of confidential information by either party pursuant to this contract.