

T22/03/24

THE APPOINTMENT OF A PANEL OF SERVICE PROVIDERS FOR THE PROVISION OF VISA SERVICES TO THE IDC

BID CLOSING DATE: 09 APRIL 2024 AT 11:00 AM

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Industrial Development Corporation
SECTION 1: GENERAL CONDITIONS OF BID

1. Proprietary Information

Industrial Development Corporation of SA Ltd (IDC) considers this Request for Proposal (RFP) and all related information, either written or verbal, which is provided to the respondent, to be proprietary to IDC. It shall be kept confidential by the respondent and its officers, employees, agents and representatives. The respondent shall not disclose, publish, or advertise this RFP or related information to any third party without the prior written consent of IDC.

2. Enquiries

2.1 All communication and attempts to solicit information of any kind relative to this RFP should be channelled **in writing** to:

Name: Mr Ivan Nkwana

Telephone Number: +27 11 269 3338

Email address: ivann@idc.co.za

- 2.2 Enquiries in relation to this RFP will not be entertained after 16h00 on 02 April 2024.
- 2.3 The enquiries will be consolidated, and IDC will issue one response and such response will be posted, within two days after the last day of enquiries, onto the IDC website (www.idc.co.za) under tenders i.e., next to the same RFP document.
- 2.4 The IDC may respond to any enquiry in its absolute discretion and the bidder acknowledges that it will have no claim against the IDC on the basis that its bid was disadvantaged by lack of information, or inability to resolve ambiguities.

3. Bid Validity Period

Responses to this RFP received from bidders will be valid for a period of **120** days counted from the bid closing date.

4. Instructions on submission of Bids

- **4.1** Bid responses must be submitted in electronic format only and must be e-mailed to the dedicated e-mail address as provided herein.
- 4.2 Bid responses should be in generally acceptable / standard electronic file format/s (i.e., Microsoft suite of products or pdf) to enable access thereto by the IDC for purposes of evaluating responses received. Where documents are presented in a format which cannot be accessed by the IDC through generally acceptable formats, such bid response will be disqualified.
- 4.3 The closing date for the submission of bids is **09 April 2024** not later than **11:00 AM** (before midday). No late bids will be considered. Bids must only be sent to tenders@idc.co.za. Bids sent to any other email address other than the one specified herein will be disqualified and will not be considered for evaluation. It is the bidder's responsibility to ensure that the bid is sent to the correct email address and that this is received by the IDC before the closing date and time in IDC's dedicated tender e-mail inbox / address (tenders@idc.co.za).

- 4.4 Bidders are advised to submit / send its bid responses at least 30 minutes before the 11:00AM deadline to avoid any Information Technology (IT) network congestions or technical challenges in this regard which may result in bid responses being received late. IDC's e-mail servers are configured to receive e-mails with sizes up to 50MB.
- **4.5** The IDC will not be held responsible for any of the following:
 - 4.5.1 bid responses sent to the incorrect email address.
 - 4.5.2 bid responses being inaccessible due to non-standard electronic file formats being utilised to submit responses by bidders.
 - 4.5.3 any security breaches and unlawful interception of tender / bid responses by third parties outside the IDC's IT network domain.
 - 4.5.4 bid responses received late due to any IT network related congestions and/or technical challenges; and
 - 4.5.5 bid responses with file size limits greater than IDC's e-mail receipt capacity of 50MB.
- **4.6** Only responses received via the specified email address will be considered.
- 4.7 Where a complete bid response (Inclusive of all relevant Schedules) is **not received** by the IDC in its electronic email tender box (<u>tenders@idc.co.za</u>) by the closing date and time, such a bid response will be regarded as incomplete and late. Such late and / or incomplete bid will be disqualified. It is the IDC's policy not to consider late bids for tender evaluation.
- 4.8 Amended bids may be sent to the electronic tender box (tenders@idc.co.za) marked "Amendment to bid" and should be received by the IDC before the closing date and time of the bid.

5. Preparation of Bid Response

- **5.1** All the documentation submitted in response to this RFP must be in English.
- 5.2 The bidder is responsible for all the costs that it shall incur related to the preparation and submission of the bid document.
- 5.3 Bids submitted by bidders which are or are comprised of companies must be signed by a person or persons duly authorised thereto by a resolution of the applicable Board of Directors, a copy of which Resolution, duly certified, must be submitted with the bid.
- 5.4 The bidder should check the numbers of the pages of its bid to satisfy itself that none are missing or duplicated. No liability will be accepted by IDC in regard to anything arising from the fact that pages of a bid are missing or duplicated.
- 5.5 Bidder's tax affairs with SARS must be in order (tax compliant status) and bidders must provide written confirmation to this effect as part of their tender response.
- Where the bidder proposes to use a subcontractor for the execution of part of the scope of work of the contract, the bidder may not sub-contract more than 40% of the value of the contract. The IDC will assess whether the proposed subcontractor(s) meets the relevant requirements and/or conditions of the tender.

6. Supplier Performance Management

Supplier Performance Management is viewed by the IDC as a critical component in ensuring value for money acquisition and good supplier relations between the IDC and all its suppliers.

The successful bidder shall upon receipt of written notification of an award, be required to conclude a Service Level Agreement (SLA) with the IDC, which will form an integral part of the supply agreement. The SLA will serve as a tool to measure, monitor, and assess the supplier performance and ensure effective delivery of service, quality and value-add to IDC's business.

Successful bidders will be required to comply with the above condition, and also provide a scorecard on how their product / service offering is being measured to achieve the objectives of this condition.

7. Enterprise and Supplier Development

The IDC promotes enterprise development. In this regard, successful bidders may be required to mentor SMMEs and/ or Youth-Owned businesses. The implications of such arrangement will be subject to negotiations between the IDC and the successful bidder.

8. IDC's Rights

- 8.1 The IDC is entitled to amend any bid condition, bid validity period, RFP specification, or extend the bid closing date, all before the bid closing date. All bidders, to whom the RFP documents have been issued and where the IDC have record of such bidders, may be advised in writing of such amendments in good time and any such changes will also be posted on the IDC's website under the relevant tender information. All prospective bidders should therefore ensure that they visit the website regularly and before they submit their bid response to ensure that they are kept updated on any amendments in this regard.
- 8.2 The IDC reserves the right not to accept the lowest priced bid or any bid in part or in whole. It normally awards the contract to the bidder who proves to be fully capable of handling the contract and whose bid is functionally acceptable and/or financially advantageous to the IDC.
- **8.3** The IDC reserves the right to award this bid as a whole or in part.
- **8.4** The IDC reserves the right to conduct site visits at bidder's corporate offices and / or at client sites if so required.
- 8.5 The IDC reserves the right to consider the guidelines and prescribed hourly remuneration rates for consultants as provided in the **National Treasury Instruction**02 of 2016/2017: Cost Containment Measures, where relevant.
- 8.6 The IDC reserves the right to request all relevant information, agreements, and other documents to verify information supplied in the bid response. The bidder hereby gives consent to the IDC to conduct background checks, including FICA verification, on the bidding entity and any of its directors / trustees / shareholders / members.
- 8.7 The IDC reserves the right, at its sole discretion, to appoint any number of vendors to be part of this panel of service providers, if applicable (i.e., where a panel is considered).
- **8.8** The IDC reserves the right of final decision on the interpretation of its tender requirements and responses thereto.
- **8.9** The IDC reserves the right to consider professional conduct and experiences it had with any bidder which rendered similar services to the IDC in the past 5 years over and above the references put forward by the bidder in its response.

9. Undertakings by the Bidder

- 9.1 By submitting a bid in response to the RFP, the bidder will be taken to offer to render all or any of the services described in the bid response submitted by it to the IDC on the terms and conditions and in accordance with the specifications stipulated in this RFP document.
- 9.2 The bidder shall prepare for a possible presentation should IDC require such and the bidder will be required to make such presentation within five (5) days from the date the bidder is notified of the presentation. Such presentation may include a practical demonstration of products or services as called for in this RFP.
- 9.3 The bidder agrees that the offer contained in its bid shall remain binding upon him/her and receptive for acceptance by the IDC during the bid validity period indicated in this RFP and its acceptance shall be subject to the terms and conditions contained in this RFP document read with the bid.
- 9.4 The bidder furthermore confirms that he/she has satisfied himself/herself as to the correctness and validity of his/her bid response; that the price(s) and rate(s) quoted cover all the work/item(s) specified in the bid response documents; and that the price(s) and rate(s) cover all his/her obligations under a resulting contract for the services contemplated in this RFP; and that he/she accepts that any mistakes regarding price(s) and calculations will be at his/her risk.
- 9.5 The successful bidder accepts full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under the supply agreement and SLA to be concluded with IDC, as the principal(s) liable for the due fulfilment of such contract.
- 9.6 The bidder accepts that all costs incurred in the preparation, presentation and demonstration of the solution offered by it shall be for the account of the bidder. All supporting documentation and manuals submitted with its bid will become IDC property unless otherwise stated by the bidder/s at the time of submission.

10. Reasons for disqualification

- 10.1 The IDC reserves the right to disqualify any bidder which does any one or more of the following, and such disqualification may take place without prior notice to the offending bidder, however the bidder will be notified in writing of such disqualification:
- 10.1.1 bidders whose Tax Status is non-compliant on the Central Supplier Database (CSD), after they have been notified accordingly and still remain non-compliant.
- 10.1.2 bidders who submit incomplete information and documentation according to the requirements of this RFP document.
- 10.1.3 bidders who submit information that is fraudulent, factually untrue, or inaccurate information.
- 10.1.4 bidders who receive information not available to other potential bidders through fraudulent means.
- 10.1.5 bidders who do not comply with any of the *mandatory requirements* as stipulated in the RFP document.
- 10.1.6 bidders who fail to comply with POPIA requirements as listed herein.

11. Returnable Schedules

Bidders shall submit their bid responses in accordance with the returnable schedules specified below (each schedule must be clearly marked):

11.1 Cover Page: (the cover page must clearly indicate the RFP reference number, bid description and the bidder's name)

11.2 Schedule 1:

- 11.2.1 Executive Summary (explaining how you understand the requirements of this RFP and the summary of your proposed solution)
- 11.2.2 Annexure 1 of this RFP document (duly completed and signed)

11.3 Schedule 2

- 11.3.1 Copy of Board Resolution, duly certified.
- 11.3.2 Originally certified copy of ID document for the Company Representative
- 11.3.3 Annexure 2 of this RFP document (duly completed and signed).
- 11.3.4 Annexure 3 of this RFP document (duly completed and signed).
- 11.3.5 Annexure 4 of this RFP document (duly completed and signed).
- 11.3.6 Response to Annexure 6: BEE Commitment Plan
- 11.3.7 Bidders must submit a B-BBEE verification certificate. For Exempted Micro Enterprises (EME) with an annual revenue of less than R10 million and Qualifying Small Enterprises (QSE) with an annual revenue of between R10 million and R50 million per annum, a sworn affidavit confirming the annual total revenue and level of black ownership may be submitted. Any misrepresentation in terms of the declaration constitutes a criminal offence as set out in the B-BBEE Act as amended.

Note: If a bidder is a Consortium, Joint Venture or Prime Contractor with Subcontractor(s), the documents listed above must be submitted for each Consortium/ JV member or Prime Contractor and Subcontractor(s).

- 11.3.8 Annexure 7 of this RFP document (duly responded to)
- 11.3.9 Annexure 8 of this RFP document (duly completed and signed, if applicable);
- 11.3.10 Statement of Financial Position of the Bidder: Latest Audited Financial Statements (where applicable in terms of the Company's Act) and/or independently reviewed financial statements and/or Cashflow Budget for new entities with no financial records.
- 11.3.11 Copy of Joint Venture/ Consortium/ Subcontracting Agreement duly signed by all parties (if applicable)

11.4 Schedule 3:

- 11.4.1 Response to Section 2 of this document, in line with the format indicated in this RFP document.
- 11.4.2 Annexure 5 of this RFP document duly completed and signed.
- **11.5 Schedule 4:** Price Proposal (response to Section 3 of this RFP document) (*Must be submitted as a separate file/document marked Schedule 4: Price Proposal*)

12. Evaluation Criteria and Weightings

Bids shall be evaluated in terms of the following process:

- **Phase 1:** <u>Initial Screening Process:</u> During this phase, bid responses will be reviewed for purposes of assessing compliance with RFP requirements including the general bid conditions and also the Specific Conditions of Bid, which requirements include the following:
 - Verification of Central Supplier Database (CSD) registration, Company Registration status, tax compliance status and any other relevant checks conducted on CSD.
 - Submission of ID copy for the Company Representative as referenced in 12.3.4 above.
 - BEE Status Certification as referenced in 12.3.11 above.
 - Completion of all Standard Bidding Documents and other requirements, as reflected in this RFP, which covers the following:
 - Section 2: Statement of compliance with the Functional Evaluation Criteria for this RFP
 - Section 3: Cost Proposal and Price Declaration Form
 - > Annexure 1: Acceptance of Bid Conditions
 - Annexure 2: Tax Compliance Requirements
 - > Annexure 3: Bidder's Disclosure
 - Annexure 4: Shareholders' Information/ Group Structure
 - Annexure 5: Bidders Experience & Project Team
 - Annexure 6: BEE Commitment Plan
 - ➤ Annexure 7: Disclosure Statement
 - Annexure 8: Privacy & Protection of Personal Information Act 4 of 2013 Requirements

<u>Failure to comply with the requirements assessed in Phase 1 (compliance), may lead to disqualification of bids.</u>

12.2 Phase 2: Technical/ Functionality Evaluation

Bid responses will be evaluated in accordance with the Functional criteria as follows:

12.2.1 Mandatory Functional/ Technical Requirements

All bid responses that do not meet the Mandatory Functional Requirements will be disqualified and will not be considered for further evaluation on the Other Functional Requirements. The Mandatory Functional Requirements are stated in section 2 of this RFP document.

<u>Failure to comply with the Mandatory Functional Requirements assessed in this phase will lead to disqualification of bids.</u>

12.2.2 Other Functional/ Technical Requirements

With regards to the other Functional Requirements, the following criteria (set out in more detail in section 2 of this RFP document) and the associated weightings will be applicable:

ELEMENT	WEIGHT
Bidder's relevant experience in provision of visa services working with Diplomatic and	
Official passports	20
Curriculum Vitae (CV) of a dedicated Resource/Consultant to manage all IDC visa	
needs	20
Bidders service proposal including updated/accessible visa requirements/forms online)	15
Bidder's proposal on delivery and collection of visa application documents (and	
tracking of application)	15
Visa Services relationship with embassies for different countries	10

ELEMENT	WEIGHT
Quarterly Reports	20
TOTAL	100

Note: The minimum qualifying score for functionality is 70. All bidders that fail to achieve the minimum qualifying score on functionality shall not be considered for further evaluation on Price and Specific Goals.

12.3 Phase 3: Preference Point System

All bids that achieve the minimum qualifying score for Functionality (acceptable bids) will be evaluated further in terms of the preference point system, as follows:

CRITERIA	POINTS
Price	80
Specific Goals ¹	20
TOTAL	100 points

Specific Goals for this tender and points that may be claimed are indicated per table below:

SPECIFIC GOALS	POINTS	
SPECIFIC GUALS	(80/20 system)	
Black ownership ²	10	
30% Black women ownership	5	
Any % of ownership by Black Designated Groups ³	2	
Reconstruction Development Programme Objective: Promotion of SMMEs (Entities that are EME or QSE)	3	
TOTAL POINTS	20	

²Black ownership: 100% black owned entities will score the full 10 points, and between 51% - 99.99% black owned entities will score 4 points.

12.4 Phase 4: Objective Criteria

To ensure that a contract is awarded fairly and to the best bidder, the IDC will apply the objective criteria. Therefore, the IDC reserves the right to withhold the award of a contract to the highest scoring bidder if the award poses a risk to the IDC.

Objective Criteria are:

- The bidder that poses reputational risk to the IDC. This will be assessed in line with the bidder's disclosure (Refer to Annexure 7: Disclosure statement of this document).
- The bidder's financial capability in relation to the execution of the contract.
- The bidder's past performance in IDC contracts.

³ Black Designated Groups has the meaning assigned to it in the codes of good practice issued in terms of section 9(1) of the Broad-Based Black Economic Act as amended.

13. Promotion of Emerging Black owned Service Providers

It is the IDC's objective to promote transformation across all industries and/ or sectors of the South African economy and as such, bidders are encouraged to partner with a black owned entity (being 50%+1 black owned and controlled). Such partnership may include the formation of a Joint Venture and/ or subcontracting agreement etc., where a portion of the work under this tender would be undertaken by black owned entities. To give effect to this requirement, bidders are required to submit a partnership / subcontracting proposal detailing the portion of work to be outsourced, level of involvement of the black owned partner and where relevant, submit either a consolidated B-BBEE scorecard or each bidder of the partnership in their individual capacity to submit a BEE certificate or Sworn Affidavit in case of an EME or QSE which will be considered as part of the Specific Goals scoring listed in 13.3.

SECTION 2: FUNCTIONAL REQUIREMENTS SPECIFICATION

SECTION 2: FUNCTIONAL REQUIREMENTS SPECIFICATION

1. Special instructions to bidders

- 1.1 Should a bidder have reason to believe that the Functional Requirements are not open/fair and/or are written for a particular service provider; the bidder must notify IDC Procurement within five (5) days after publication of the RFP.
- 1.2 Bidders shall provide full and accurate answers to the questions posed in this RFP document, and, where required explicitly state "Comply/Not Comply" regarding compliance with the requirements. Bidders **must** substantiate their response to all questions, including full details on how their proposal/solution will address specific functional/ technical requirements; failure to substantiate may lead to the bidder being disqualified. All documents as indicated must be supplied as part of the bid response.
- 1.3 Failure to comply with Mandatory Requirements may lead to the bidder being disqualified.

2. Background Information

The IDC has its own in-house Travel Agency called IDC Travel which manages travel bookings for the IDC staff and for some of the IDC's subsidiaries. All travel bookings, including international travel and related administration are handled internally. The IDC Travel seeks to appoint a capable visa agent to provide visa services for its employees travelling out of South Africa.

The Industrial Development Corporation of South Africa (IDC) seeks to appoint a panel of Visa service providers to handle its visa services.

The IDC has a wholly owned in-house IATA accredited Travel Management Company called IDC Travel. IDC Travel manages and facilitates all travel requirements for the Corporation's staff members, its subsidiaries and other clients serviced through the travel office. IDC Travel handles all travel bookings and any related administration internally. From time to time, IDC staff travel to other countries where they require visas. Since the IDC travel office does not have a dedicated resource that handles visa service, the IDC seeks to appoint capable service providers for this service, which must cover as many countries as possible where visas are required.

The estimated annual value of visa costs for the IDC and its subsidiaries within the past financial year is as follows:

Organisation	Estimated Annual Value	Estimated Average Monthly Value	Average Number of Transactions per month
IDC	R1 200 000.00	R100 000,00	40
Foskor	R240 000,00	R20 000,00	5
NEF	R120 000,00	R10 000,00	1
SEFA	R120 000,00	R10 000,00	1

The IDC requires a fast, reliable service primarily focused on managing visa applications for its travellers. The appointed service providers will form a panel that will be required to provide the following amongst other things:

- The bidder must have an online request system or email option for receiving requests for visa applications.
- The bidder must always have updated visa application forms and requirements on their online system.
- The bidder must be able to provide updates and tracking on the progress of the visa application as follows:
 - Visa application documents collected.
 - Visa application loaded on the embassy system.
 - Visa application confirmation (where appointment is required, the original confirmation letter, with dates/time/address should be sent to IDC Travel Consultant)
 - Estimated collection date.
 - Estimated delivery to IDC.
- The bidder must do quality check of visa documents before submission to avoid unnecessary visa rejection.
- The bidder must be able to provide email notification to the whole IDC Travel team for changes in requirements/forms, public holidays/office closure for specific embassies/consulates.
- The bidder must be able to assist with urgent/emergency visa applications where necessary.
- The bidder must provide advisory to the travel consultant on the best way of applying for the visa, where travel date is closer, express application should always be first option.
- The bidder must be able to do online application with certain embassies/consulates on behalf of IDC Travellers for countries that require online appointment.
- The bidder must be able to provide meet and greet to assist with biometric capturing where necessary.
- The bidder must be able to make payment to certain embassies on behalf of IDC travellers where necessary and invoice IDC after the transaction.
- The bidder must be able to provide collection/delivery from/to IDC (delivery to Traveller's home addresses for urgent delivery).
- The bidder must have relationships with different embassies/consulates to be able to speed up visa applications.
- The bidder must be knowledgeable and know the Official Passport visa application process and requirements.
- The bidder must be able to provide quarterly reports to the IDC.
- The bidder must comply with the POPIA Act.

<u>Important Note:</u> The IDC is required to conduct supplier performance review to ensure both parties adhere to service levels. Bidders Appointed to the panel **must** attend at least 2 supplier performance reviews, if scored less than 3, the bidder must resolve issues raised and work towards improving customer experience.

4. Project timelines

The appointed service provider(s) will form part of a panel and it is from this panel that the IDC will appoint service providers to start work immediately after award. The duration of the panel will be for a period of five (5) years, subject to an annual review of the service provider's performance.

5. Technical evaluation criteria

5.1. Mandatory Technical Requirements

The service provider must indicate their compliance/ non-compliance to the following requirements and to substantiate as required. The bidder must respond in the format below, where additional information is provided/ attached somewhere else; such information must be clearly referenced.

5.1.1 Time Frame	Comply	Not Comply
The bidder must be able to collect Visa application documents from IDC premises between 07h30 to 17h00 Monday to Friday.		
The bidder must have in place provisions for last minute/urgent visa applications.		
As proof, the bidder must provide a brief timeline, the process must include how long it would take from receiving request to when the documents will be collected and submitted to the embassy including the turnaround time for urgent visa applications.		
Substantiate / Comments		

5.1.2 POPIA Compliance	Comply	Not Comply
The bidder must ensure high level of data protection. The information given in the application for Visa is confidential and it must be used for the purpose it is intended for and protected from fraud, destruction, and corruption.		
Bidders must indicate what measures are in place or processes and tools they use to protect the information of travellers in compliance to the PoPl Act.		
Substantiate / Comments		

5.2 Other Technical Requirements

The service provider must indicate their compliance/ non-compliance to the following requirements and to substantiate as required. The bidder must respond in the format below, where additional information is provided/ attached somewhere else; such information must be clearly referenced.

5.2.1. BIDDER'S RELEVANT EXPERIENCE IN THE PROVISION OF VISA SERVICES WORKING WITH DIPLOMATIC & OFFICIAL PASSPORTS	Comply	Partially Comply	Not Comply
The bidder must demonstrate relevant experience in providing visa services as follows: Dealing with normal passports; and Dealing with diplomatic and official passports. The bidder must provide three (3) relevant contactable references of entities where they have provided visa services within the last five (5) years (this must include Government Departments or State-Owned Entities)			
The IDC reserves the right to contact these references.			
Please refer to Table (a) of Annexure 5 of this document for the format in which the required information must be provided.			
Substantiate / Comments			

5.2.2. CV OF A DEDICATED RESOURCE/CONSULTANT TO MANAGE THE IDC'S VISA NEEDS	Comply	Partially Comply	Not Comply
The bidder must provide a dedicated senior visa consultant and backup consultant who will be responsible for all IDC Visa application requirements.			
The key consultant should have at least five (5) years' experience in processing visa applications.			
CVs of the key consultant; and the CVs must clearly highlight, areas of experience/competence relevant to the tasks and objectives of this visa application service as outlined above.			
Please refer to Table (b) of Annexure 5 of this document for the format in which the required information must be provided.			
Substantiate / Comments			

5.2.3. BIDDER'S SERVICE PROPOSAL INCLUDING UPDATED / ACCESSIBLE VISA REQUIREMENTS / FORMS ONLINE		Partially Comply	Not Comply
The bidder must provide service proposal process: ✓ The bidder must provide the process flow of where / how to access visa forms and requirements. ✓ The bidder must include a process of how the IDC Travel Consultants will request service.			

Substantiate / Comments

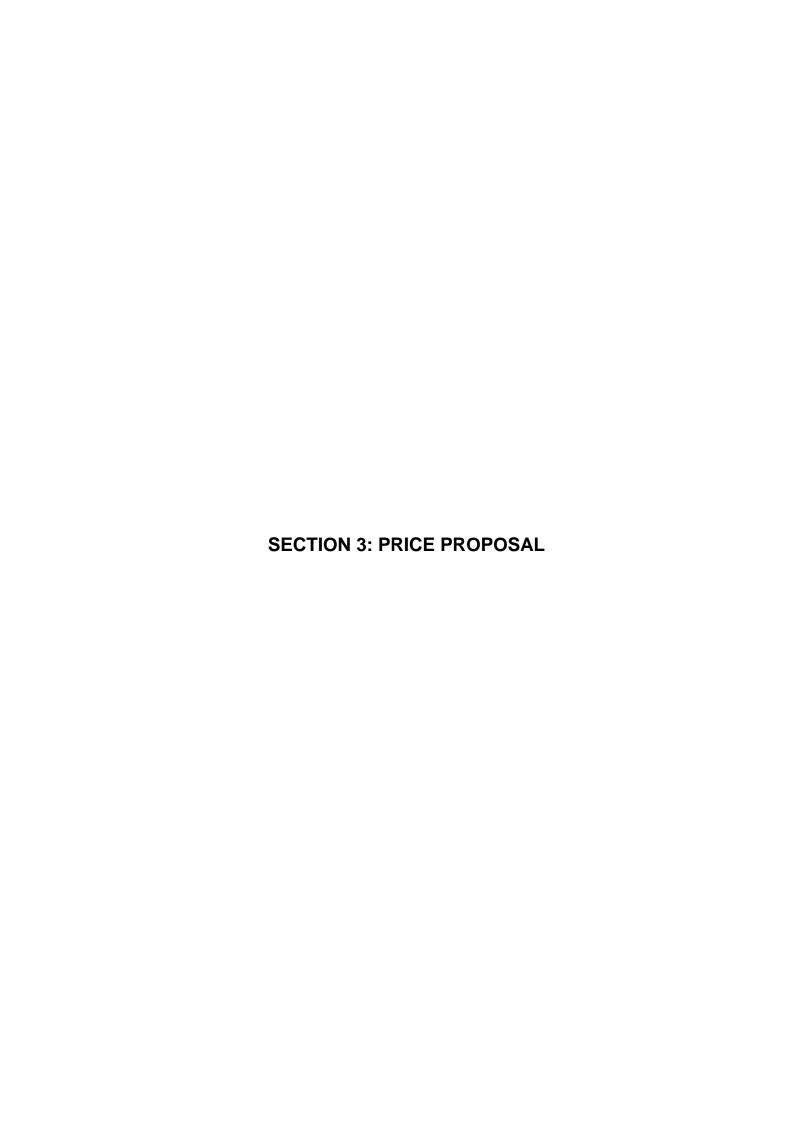
5.2.4. BIDDER'S PROPOSAL ON DELIVERY & COLLECTION OF VISA APPPLICATION DOCUMENTS INCLUDING TRACKING OF APPLICATION	Comply	Partially Comply	Not Comply
The bidder must indicate the delivery and collection process flow i.e. afternoon collections will only be submitted the following day.			
The bidder must provide an example of process flow, notifications the consultant will receive from collection until delivery back to the IDC.			

Substantiate / Comments

5.2.5. VISA SERVICES RELATIONSHIP WITH EMBASSIES FOR DIFFERENT COUNTRIES	Comply	Partially Comply	Not Comply
The bidder must be able to provide visa services to different countries where all South African passport holders, resident permit holders and other passport holders require visas. The following countries are mandatory for the service provider to be able to assist IDC travellers with visa processing: Vigeria DRC Ethiopia China United Arab Emirates Schengen Countries USA UK Saudi Arabia			
Bidders must submit as part of this proposal a list of other countries that the bidder can provide visa services to in addition to above; If subcontracting the service for other visa destinations, bidders must indicate the name of the subcontractor and the countries the entity subcontract too.			

Substantiate / Comments

5.2.6 QUARTERLY REPORTS	Comply	Partially Comply	Not Comply
The IDC travel office requires quarterly reports on all the visa services that were provided.			
Bidders must provide sample reports of such monthly visa service reports as part of this proposal.			
Substantiate / Comments			



SECTION 3: Cost Proposal

South African Rand (ZAR).

1.

_	And the nation associated fines for the full manifest of the construction			
2. Are the rates quoted firm for the full period of the contract?		YES	NC)
-	ortant: If not firm for the full period, provide details of the basis on which be applied e.g., CPI etc.	ch price a	ıdjustm	ents
3.	All additional costs associated the bidder's offer must be clearly spetthe Total Bid Price.	cified an	d includ	ded in
4.	Is the proposed bid price linked to the exchange rate?		Yes	No
_	ves, the bidder must indicate CLEARLY which portion of the bid perhange rate:	orice is i	inkea i	to the
5.	Payments will be linked to specified deliverables after such deliverables have been approved by the IDC. Payments will be made within 30 days from date of invoice.	Compl y	Not Comp	ly
rates as set out in the National Treasury Instruction 02 of		Compl y	Not Comp	ly
	2016/2017: Cost Containment Measures which took effect from 01 January 2014, where relevant.			
	The bidder must indicate if their proposed rates are in line with the provisions of the referenced National Treasury Instruction: Cost Containment Measures.			
Su	bstantiate / Comments			

NOTE: All prices must be VAT inclusive (where applicable) and must be quoted in

7. COSTING MODEL

The preferred panel will be engaged on a need basis (ad hoc); therefore, the required number of visa services cannot be confirmed at this stage, however, the indicative Visa transactions reflected below are a fair reflection based on historic transactions by the IDC. For evaluation purposes bidders are required to provide prices for the following items which constitute the IDCs annual Visa Service requirements. The quantities reflected below are only estimates based on the current trends. The quoted prices on service visa administration fee, collection & delivery must be firm for the first 12 months thereafter the annual escalation will apply. IDC understands that the visa fees are subject to different embassies therefore this cost is based on different scenarios.

Monthly Service Fees

Activity/ Deliverable	No. of Transactions	Unit Price (VAT Excl.)	Monthly Cost (VAT Excl.)	
Nigeria VISA	5			
Ghana VISA	5			
DRC VISA	4			
Ethiopia VISA	5			
China VISA	5			
United Arab Emirates VISA	2			
Schengen Countries (German, France, Spain, Portugal, Switzerland, Russia, Austria, Belgium, etc) VISA Service fee	20			
United states of America (USA)	2			
United Kingdom (UK)	5			
Special Collection of VISA outside normal collection times	10			
Special trip from Embassy for delivery to home addresses	10			
Photo Duplication for visa purposes	10			
Courier of visa application documents from an embassy in Johannesburg to Johannesburg (same day delivery)	10			
Courier of visa application documents from outside Gauteng to Gauteng (same day delivery)	5			
Courier from the Embassy in Pretoria to OR Tambo Airport	5			
Other Costs				
Year 1				
Year 2				
Year 3				
Year 4				
Year 5				
Sub-Total (VAT E	Sub-Total (VAT Excl.)			
VAT at 15% (if app				
Sub-Total (VAT I				
Annual Escalation Pero				

Important Notes:

- The unit price should include but not limited to the below: (A sample of an invoice should be attached)
 - ✓ Lodgement Centre Fee
 - ✓ Service Fee
 - ✓ Collection Fee
 - ✓ Delivery fee
 - ✓ Meet & Greet
 - ✓ VIP/Lounge fee
 - ✓ Morning collection/same day application
- The service fee must include all costs including pick-up and drop-off of documents from/to IDC offices to/from various embassies.
- Any other (additional) costs must be clearly defined (outlining all assumptions) and a detailed breakdown thereof must be provided.

Cost Element	Cost (VAT Excl.)
Sub-Total Other Costs	

Total Bid Price (VAT Incl.)	
-----------------------------	--

The total bid price will be used for the Price and Specific goals evaluation which will inform the subsequent selection and placement of the visa services panel.

Price Declaration Form

Dear Sir,

,	
T22/03/24, the General Condition	ined the Request for Proposal (RFP) Document, RFP no. is, and all other Annexures to the RFP Document, we offer to as specified in this RFP document.
R	(Including VAT)
In words	
R	(Including VAT)
•	all activities associated with the service, as called for in the IDC will incur no additional costs whatsoever over and above provision of this service.
submission of offers. We further	pen for acceptance for a period of 120 days from the date of undertake that upon final acceptance of our offer, we will ne required service when required to do so by the IDC.
-	oound to accept the lowest or any offer, and that we must bear n connection with preparing and submitting this bid.
divulge to any persons, other that	iod during which this bid remains open for acceptance, not to an the persons to whom the bid is submitted, any information bid or the details therein except where such is necessary for
SIGNED	DATE
(Print name of signatory) Designation	
•	
FOR AND ON BEHALF OF:	COMPANY NAME
	Tel No
	Fax No

Cell No



Industrial Development Corporation

Annexure 1: Acceptance of Bid Conditions	and Bidder's Details
Request for Proposal No:	
Name of Bidder:	
Authorised signatory:	
Name of Authorised Signatory	
Position of Authorised Signatory	
By signing above the bidder hereby accept full responsibility for obligations and conditions devolving on him/her under this RFP.	the proper execution and fulfilment of all
[Note to the Bidder: The Bidder must complete all rele	evant information set out below.]
CENTRAL SUPPLIER DATABASE (CSD) INFORMATION	N
Bidders are required to be registered on the Central Sup Failure to submit the requested information may lead required to submit as part of this proposal both thei registration reference numbers below:	to disqualification. Bidders are therefore
Supplier Number	
Unique registration reference number	
BIDDING STRUCTURE	
Indicate the type of Bidding Structure by marking with an	X':
Individual Bidder	
Joint Venture/ Consortium	
Prime Contractor with Sub Contractors	
Other	
REQUIRED INFORMATION	
If Individual Bidder:	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	
	•

If Joint Venture or Consortium, indicate the following for each partner:			
Partner 1			
Name of Company			
Registration Number			
Vat registration Number			
Contact Person			
Telephone Number			
Cellphone Number			
Fax Number			
Email address			
Postal Address			
Physical Address			
Scope of work and the value as a % of the total value of the c	ontract		
Partner 2			
Name of Company			
Registration Number			
Vat registration Number			
Contact Person			
Telephone Number			
Cellphone Number			
Fax Number			
Email address			
Postal Address			
Physical Address			
Scope of work and the value as a % of the total value of the c	ontract		
If bidder is a Prime Contractor using Sub-contracto	rs, indicate the following:		
Prime Contractor			
Name of Company			
Registration Number			
Vat registration Number			

Contact Person

Fax Number
Email address

Postal Address
Physical Address

Telephone Number
Cellphone Number

Subcontractors	
Name of Company	
Company Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	
Subcontracted work as a % of the total value of the contract	

Annexure 2: Tax Compliance Requirements

1.	TAX COMPLIANCE REQUIREN	IENTS	
1.1	BIDDERS MUST ENSURE COM	IPLIANCE WITH THEIR TAX OBLIG	ATIONS.
1.2			SONAL IDENTIFICATION NUMBER (PIN) W THE TAXPAYER'S PROFILE AND TAX
1.3		SION, TAXPAYERS WILL NEED T	MAY ALSO BE MADE VIA E-FILING. IN O REGISTER WITH SARS AS E-FILERS
1.4	BIDDERS MAY ALSO SUBMIT A	A PRINTED TCS TOGETHER WITH	THE BID.
1.5		/ JOINT VENTURES / SUB-CONTF ROOF OF TCS / PIN / CSD NUMBE	RACTORS ARE INVOLVED, EACH PARTY R.
1.6	WHERE NO TCS IS AVAILAR DATABASE (CSD), A CSD NUM		STERED ON THE CENTRAL SUPPLIER
2	OLIESTIONNAIDE TO BIDDING	FOREIGN SUPPLIERS	
2.	QUESTIONNAIRE TO BIDDING		
2.1	IS THE BIDDER A RESIDENT OF THE R		☐ YES ☐ NO
		REPUBLIC OF SOUTH AFRICA (RSA)?	☐ YES ☐ NO ☐ YES ☐ NO
2.1	IS THE BIDDER A RESIDENT OF THE F	REPUBLIC OF SOUTH AFRICA (RSA)? IN THE RSA?	
2.1	IS THE BIDDER A RESIDENT OF THE F	REPUBLIC OF SOUTH AFRICA (RSA)? IN THE RSA? ENT ESTABLISHMENT IN THE RSA?	☐ YES ☐ NO
2.1 2.2 2.3 2.4 IF TI COM SER	IS THE BIDDER A RESIDENT OF THE FOLLOWING THE BIDDER HAVE A BRANCH DOES THE BIDDER HAVE A PERMANE DOES THE BIDDER HAVE ANY SOURCE THE BIDDER HAVE AND SOURCE THE BIDDER HAVE ANY SOURCE THE BIDDER HAVE BIDDER BIDDER BIDDER BID BIDDER BIDDER BIDDER BIDDER BIDDER BIDDER BIDDER BIDDER BIDDER	REPUBLIC OF SOUTH AFRICA (RSA)? IN THE RSA? ENT ESTABLISHMENT IN THE RSA? DE OF INCOME IN THE RSA? OF THE ABOVE, THEN, IT IS NO MPLIANCE SYSTEM PIN CODE F	☐ YES ☐ NO☐ YES ☐ NO

Annexure 3: Bidder's Disclosure

1.	PΙ	JRP	OSF	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.		laration

2.1	Is the bidder, or any of its directors / trustees /	/ shareholders /	members /	partners or	any person	having a
	controlling interest ¹ 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.

Full Name	Identity Number	Name of State institution

2.2	you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? YES/NO
2.2.1	If so, furnish particulars:
 2.3	Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract? YES/NO
2.3.1	If so, furnish particulars:

¹ 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

,	the undersigned, (name) in submitting the ompanying bid, do hereby make the following statements that I certify to be true and complete in every sect:
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 ² 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 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

² 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.

Annexure 4: Shareholders and Directors Information

[Note to the bidder: the bidder must complete the information set out below. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with Returnable Schedule 2.]

4.1 Shareholders/ Members

Name of the shareholder	ID Number	Race	Gender	% Shares

Note: The bidder must also attach the detailed Company/ Group Structure where relevant.

4.2 Trust Information

With reference to point 8.6 IDC Rights, should a trust form part of the Company / Group structure then the following must be submitted as part of your proposal.

	Copy of trust deed or other founding document by which trust is created.
Documents necessary to verify the Identity of a Trust	Letters of authority (as issued by the Master of the High Court)
	Personal details of each Trustee, each Beneficiary, the Founder, and the person authorised to act on behalf of the Trust

4.3 Black Shareholders/ Members as per the B-BBEE Certificate

Name of the shareholder	ID Number	Race	Gender	% Shares
Total Black Shareholding %	as per the current and v	alid B-BBEE (Certificate	

4.4 Directors

Name of the shareholder	ID Number	Race	Gender

I, THE UNDERSIGNED (NAME)	
CERTIFY THAT THE INFORMATION	FURNISHED ABOVE IS CORRECT.
Signature	Date
Position	Name of bidder

Annexure 5: Respor	se Format for Section 2
---------------------------	-------------------------

Bidder's Experience and the proposed Project Team	
Request for Proposal No:	
Name of Bidder:	
Authorised signatory:	

[Note to the Bidder: The bidder must complete the information set out below in response to the requirements stated in Section 2 of this bid document. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with this Returnable Schedule 3.]

The bidder must provide the following information:

Table (a) Details of the bidder's experience in providing visa services (please refer to Section 2 par 5.2.1):

Client' Name	Industry	Annual visa service spent	Service period (Start and End Dates)	Description of service performed and extent of Bidder's responsibilities	Name, title and telephone contact of client

Table (b) Details of the dedicated resource / consultant of the bidder: (please refer to par 5.2.2 of Section 2 of this RFP document):

		Relevant Project Experience			
Name	Role / Duties	Areas of experience/competence relevant to the task's objectives highlighted in section 2, paragraph 3	Years of experience	CV attached Yes/No	

Annexure 6: BEE Commitment Plan

The IDC encourages existing vendors and prospective bidders to support the objectives of B-BBEE and as far as possible strive to improve their B-BBEE contribution status. For bid evaluation purposes, bidders are allocated points in terms of a preference point system based on the Specific Goals which requires the bidder to have a valid B-BBEE certificate or a sworn affidavit in case of a EME or QSE.

Bidders are therefore required to submit a B-BBEE improvement plan in view of the new B-BBEE Codes of Good Practice. Bidders must indicate the extent to which their ownership, management control, employment equity, preferential procurement and enterprise development will be maintained or improved over the contract period in the event that they are successful in this bid process.

Annexure 7: Disclosure Statement

In terms of the tender condition 8.6, which allows the IDC to conduct background checks on bidders and its shareholders and directors, the IDC hereby requires bidders to provide the following additional information:

- 7.1 The IDC considers the integrity of its appointed service providers to be of critical importance. The IDC reserves the right to disqualify from further consideration, any bidder whose integrity, based on past conduct (during the 5 years immediately preceding the bid submission date), it considers questionable.
- 7.2 To this end, the IDC requires each bidder to include in its bid, a disclosure statement which details the following (with sufficient information and supporting documentation for the IDC to make its own assessment as to the materiality or seriousness of allegations regarding the bidder's integrity or conduct):
 - 7.2.1 any criminal charges made against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct;
 - 7.2.2 any civil proceedings initiated against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct; and
 - 7.2.3 any other enquiry or similar proceedings initiated or threatened against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct.
- 7.3 Where the bidder is a consortium, the disclosure statement referred to in paragraph 7.2 above must be made separately in respect of each consortium partner.
- 7.4 In the event that the bidder's circumstances change, after submission of its bid, regarding any matter referred to in paragraph 7.2 above or in regard to any matter referred to in its disclosure statement, the bidder must submit a written notification to IDC indicating the nature and extent of such changed circumstances.
- 7.5 The IDC reserves the right to seek such additional information from any bidder, in respect of the disclosure statement referred to in paragraph 7.2 above, as it may, in its sole discretion, determine, whether such information has been requested under this RFP or otherwise, and may require the bidder to make oral presentations for clarification purposes or to present supplementary information, in respect of the disclosure statement if so required by the IDC.
- 7.6 Based on its own assessment of the contents of the bidder's disclosure statement and any publicly available information which is relevant to the contents of such disclosure statement, the IDC will decide whether the bidder's conduct or any allegations relating thereto pose a risk, reputational or otherwise, to the IDC; and if it reaches an adverse conclusion the IDC will in its sole discretion have the right to disqualify a bidder from further participation in the tender process. Disqualification on this ground may be done at any stage in the bid evaluation process prior to contract award.

Annexure 8: Privacy & Protection of Personal Information Act 4 of 2013 Requirements

Request for Proposal No:	
Name of Bidder:	
Authorised signatory:	

Protecting personal information is important to the Industrial Development Corporation (IDC). To do so, IDC follows general principles in accordance with applicable privacy laws and the Protection of Personal Information Act 4 of 2013 (POPIA).

IDC's role as a responsible party, is amongst others to process personal information for the intended purpose for which it was obtained and in line with legal agreements with its respective/ prospective clients, third parties, suppliers, and operators.

Who is an Operator? A person or body/ entity which processes personal information for the IDC in terms of a contract or mandate.

Who is a Supplier? a natural or juristic person that provides a product or renders a service to the IDC. A supplier could also be considered as an operator, an independent responsible party or (together with IDC) a joint responsible party.

If the supplier or business partner provides IDC with its related persons' personal information, the supplier or business partner warrants that the related persons are aware of and have consented to the sharing and processing of their personal information with/by IDC. IDC will process the personal information of related persons as stated under a contractual agreement or as required by any related legislation.

Examples of the personal information of the supplier or business partner where relevant may include (but are not limited to): financial information, including bank statements provided to the IDC; · invoices issued by the supplier or business partner; the contract/ legal agreement between the IDC and the supplier or business partner; other identifying information, which includes company registration numbers, VAT numbers, tax numbers and contact details; marital status and matrimonial property regime (e.g. married in community of property); nationality; age; language; date of birth; education; financial history; identifying numbers (e.g. an account number, identity numbers or passport numbers); email address; physical address (e.g. residential address, work address or physical location); information about the location (e.g. geolocation or GPS location); telephone numbers; online and other unique identifiers; social media profile/s; biometric information (like fingerprints, facial recognition signature; race; gender; sex; criminal history.

Example of Special personal information is personal information about the following: • criminal behaviour, or any proceedings in respect of any offence allegedly committed by a data subject or the disposal of such proceedings; religious and philosophical beliefs; trade union membership; political beliefs; health, including physical or mental health, disability, and medical history; or biometric information (e.g., to verify identity).

Where a supplier or business partner, in terms of a contract or mandate, processes personal information for the IDC and is considered an operator of the IDC, the supplier or the business partner will be required to adhere to the obligations set out in the IDC data privacy or POPIA policy. This policy sets out the rules of engagement in relation to how personal information is processed by suppliers and business partners on behalf of the IDC as well as the minimum legal requirements that IDC requires the suppliers and business partners to adhere to, including compliance with POPIA as summarised in the below table.

Item	GUIDING CONDITIONS FOR PROCESSING PERSONAL INFORMATION	Yes	No
8.1	Accountability The respective clients, third parties, suppliers and operators and its members will ensure that the provisions of POPIA, the guiding principles outlined in the policy and all the measures that give effect to such provisions are complied with at the time of the determination of the purpose and means of the processing and during the processing itself. In the event that an employee of the IDC or any person acting on behalf of the corporation who through their intentional or negligent actions and/or omissions fail to comply with the principles and responsibilities outlined, proper corrective measures will be applied.	Yes	No 🗌
8.2	Processing Limitation The respective clients, third parties, suppliers and operators and its members will ensure that information is only processed for the justifiable reason and processing is compatible with the purpose of the collection.	Yes	No
8.3	Purpose Specification All respective clients, third parties, suppliers and operators and its members will process personal information only for specific, explicitly defined, and legitimate reasons. The respective clients, third parties, suppliers and operators will inform IDC of reasons prior to collecting or recording their PI.	Yes	No
8.4	Further Processing Limitation Personal information will not be processed for a secondary purpose unless that processing is compatible with the original purpose. Thus, where the respective clients, third parties, suppliers and operators seek to process personal information it holds for a purpose for which it was originally collected, and where this secondary purpose is not compatible with the original purpose, respective clients, third parties, suppliers and operators will first obtain additional consent from the IDC.	Yes	Nº 🗌
8.5	Information Quality The respective clients, third parties, suppliers and operators will take reasonable steps to ensure that all personal information collected is complete, accurate and not misleading. Where PI is collected or received from third parties, the respective clients, third parties, suppliers and operators will take reasonable steps to confirm that the information is correct by verifying the accuracy of the information directly with the data subject or by way of independent sources.	Yes	No
8.6	Open Communication Reasonable steps will be taken by the respective clients, third parties, suppliers and operators to ensure that the IDC is notified of the purpose for which the information is being collected, used, and processed.	Yes	No

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Security Safeguards It is a requirement of POPIA for responsible parties, business partners and operators to adequately protect personal information. IDC will need to review suppliers or business partner security controls and processes to ensure that personal Information is compliant with the conditions of the lawful processing of personal information as set out in the POPIA. This would be a continuous monitoring and review that will be conducted by the IDC at its discretion. Data Subject Participation A data subject whose PI has been collected, stored, and processed by the respective clients, third parties, suppliers and operators must have
A data subject whose PI has been collected, stored, and processed by Ves No
communication channels to attend to may request for the correction or deletion of such information.

I, (p are correct and that I am duly authorized	rint name) hereby certify that the information, facts and repreto sign on behalf of the company.
Name of Company/ Entity:	
Company/ Entity Registration Number: _	
Company/ Entity VAT Registration Numb	er:
Signature (Company/ Entity Representation	ive)
Date	