



Request for Proposals (RFP)

The provision of services for the installation of a manufacturing centric cost quotation solution

RFP No. 3280/02/04/2019

Date of Issue	Wednesday, 18 February 2019	
Closing Date	Friday, 02 April 2019	
Place	Tender box, CSIR Main Reception, Gate 3 (North Gate)	
Enquiries	Strategic Procurement Unit	E-mail: tender@csir.co.za
CSIR business hours	08h00 – 16h30	
Category	Professional Services	

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SECTION A – TECHNICAL INFORMATION

1 INTRODUCTION

The Council for Scientific and Industrial Research (CSIR) is one of the leading scientific research and technology development organisations in Africa. In partnership with national and international research and technology institutions, CSIR undertakes directed and multidisciplinary research and technology innovation that contributes to the improvement of the quality of life of South Africans. The CSIR's main site is in Pretoria while it is represented in other provinces of South Africa through regional offices.

2 INVITATION FOR PROPOSAL

Proposals are hereby invited for the installation of a costing quotation solution based on a Computer Numeric Computer (CNC) manufacturing centric processes with an emphasis on software-based systems.

3 PROPOSAL SPECIFICATION

Proposals are hereby invited for the installation of cost quotation solution to assist companies with accurate and timely creation of quotations from received customer data, the data being in the form of drawings and/or engineering models. Beneficiary companies have indicated that potential new work is lost due to not replying to customer quotation requests in a timely manner, or quotations are "rushed out" with the full financial model cost implications being incorrectly calculated; which effects the company's profitability. The proposal must include the installation of a relevant system as well as training in the use of the system for 7 companies (2 x KZN, 2 x W.C and 3 x Gauteng).

A cost estimation solution or similar system proposed must effectively ensure that the complete cost recovery model is costed correctly based on the requirements of the customer. In the case of a virtual model being available, it is expected that the proposed solution can analyse the model, identify features and assign accurate costing based on materials requirements planning and the current acceptable manufacturing process. The input from simpler drawing sheets should allow the quotation creator to be guided through the client's workflow and allow for amendments where applicable.

The aforementioned manufacturing processes include all disciplines of automated manufacturing, sheet metal, welding, fabrication, assemblies, part preparation, inspection and packaging operations. Available manufacturing resources must be included into the database of the cost quotation solution; these should include material costs, processes for manufacturing, either automated or manual as well as labour.

The proposed cost quotation solution must also be customisable to the client's needs including quotations based on the "look & feel" of their existing quotations, allow for changes in rates (hourly / material / mark-up), to fine tune final quoted price to maximise profits.

The cost quotation solution should also reduce the "bottleneck" on creating quotations for the client's customers, enabling the clients to "win" more business based on supplying customers accurate, reliable and timely quotations.

The cost quotation solution is expected to "link" to existing CRM / ERP systems if available. Customer data such as contact names, business address, VAT number and any other relevant information required to be displayed on a quotation should be accessible.

Training and aftersales support is required for the abovementioned software.

Suppliers should specify their approach, duration and pricing per company, as well as an aggregate price for the whole project.

4 FUNCTIONAL EVALUATION CRITERIA

4.1 The evaluation of the functional / technical detail of the proposal will be based on the following criteria:

- Previous experience of installing, commissioning and supporting a cost quotation solution or similar system implementation experience in years;
- The cost quotation solution should be able to analyse a 3D CAD model and based on features assign relevant manufacturing process times and costs, based on the materials.
- The cost quotation solution should be able to accept user inputs based on 2D drawing sheets and assign relevant manufacturing process times and costs, based on the materials. A workflow approach to quotation creation would be preferred.

- Particular attention will be made to solutions that demonstrate ease of use.
- The cost quotation solution must be able to create quotations with a biased towards CNC manufacturing centric companies. These types of companies will have the following abilities: CNC machining, plasma & laser cutting, punch machines, welding & fabrication, bending & folding machines, along with all the manual operations conducted by these types of companies.
- The ability for different material types to be used when calculating costs, taking process time and operations into account.
- The cost quotation solutions must be fully customisable to each client's needs, this should include all their existing manufacturing process, materials and resources.
- The cost quotation system should "link" into the client's CRM / ERP systems where applicable. Relevant information should be used to populate a quotation report.

4.2 Proposals with functionality / technical points of less than the pre-determined minimum overall percentage of 80% and less than 60% on any of the individual criteria will be eliminated from further evaluation.

4.3 Refer to Annexure A for the scoring sheet that will be used to evaluate functionality.

5 ELIMINATION CRITERIA

Proposals will be eliminated under the following conditions:

- Submission after the deadline;
- Proposals submitted at incorrect location.

6 NATIONAL TREASURY CENTRAL SUPPLIER DATABASE (CSD) REGISTRATION

Before any negotiations will start with the winning bidder it will be required from the winning bidder to:

- be registered on National Treasury's Central Supplier Database (CSD). Registrations can be completed online at;
- provide the CSIR of their CSD registration number; and

- provide the CSIR with a certified copy of their B-BBEE certificate. If no certificate can be provided, no points will be scored during the evaluation process. (RSA suppliers only)

SECTION B – TERMS AND CONDITIONS

7 VENUE FOR PROPOSAL SUBMISSION

All proposals must be submitted at:

- **CSIR GATE 03 - Main Reception Area** (in the **Tender box**) at the following address
Council for Scientific and Industrial Research (CSIR)
Meiring Naudé Road
Brummeria
Pretoria

8 TENDER PROGRAMME

The tender program, as currently envisaged, incorporates the following key dates:

- Issue of tender documents: 18 March 2019
- Closing / submission Date: 02 April 2019

9 SUBMISSION OF PROPOSALS

9.1 All proposals are to be sealed. No open proposals will be accepted.

9.2 All proposals are to be clearly marked with the RFP number and the name of the tenderer on the outside of the main package. Proposals must consist of two parts, each of which is placed in a separate sealed package clearly marked:

PART 1: Technical Proposal:

PART 2: Pricing Proposal, B-BBEE and other Mandatory Documentation:

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9.3 Proposals submitted by companies must be signed by a person or persons duly authorised.

9.4 The CSIR will award the contract to qualified tenderer(s) whose proposal is determined to be the most advantageous to the CSIR, taking into consideration the technical (functional) solution, price and B-BBEE.

10 DEADLINE FOR SUBMISSION

Proposals shall be submitted at the address mentioned above no later than the closing date of **Tuesday, 02 April 2019** during CSIR's business hours. The CSIR business hours are between 08h00 and 16h30.

Where a proposal is not received by the CSIR by the due date and stipulated place, it will be regarded as a late tender. Late tenders will not be considered.

11 AWARDING OF TENDERS

11.1 Awarding of tenders will be published on the National Treasury e-tender portal or the CSIR's tender website. No regret letters will be sent out.

12 EVALUATION PROCESS

12.1 Evaluation of proposals

All proposals will be evaluated by an evaluation team for functionality, price and B-BBEE. Based on the results of the evaluation process and upon successful negotiations, the CSIR will approve the awarding of the contract to successful tenderers.

A two-phase evaluation process will be followed.

- The first phase includes evaluation of **elimination** and **functionality criteria**.
- The second phase includes the evaluation of **price** and **B-BBEE** status.

Pricing Proposals will only be considered after functionality phase has been adjudicated and accepted. Only proposals that achieved the specified minimum qualification scores for functionality will be evaluated further using the preference points system.

12.2 Preference points system

The 80/20 preference point system will be used where 80 points will be dedicated to price and 20 points to B-BBEE status.

13 PRICING PROPOSAL

13.1 Pricing proposal must be cross-referenced to the sections in the Technical Proposal. Any options offered must be clearly labelled. Separate pricing must be provided for each option offered to ensure that pricing comparisons are clear and unambiguous.

- 13.2 Price needs to be provided in South African Rand (excl. VAT), with details on price elements that are subject to escalation and exchange rate fluctuations clearly indicated.
- 13.3 Price should include additional cost elements such as freight, insurance until acceptance, duty where applicable.
- 13.4 Only firm prices* will be accepted during the tender validity period. Non-firm prices** (including prices subject to rates of exchange variations) will not be considered.

**Firm price is the price that is only subject to adjustments in accordance with the actual increase or decrease resulting from the change, imposition, or abolition of customs or excise duty and any other duty, levy, or tax which, in terms of a law or regulation is binding on the contractor and demonstrably has an influence on the price of any supplies, or the rendering costs of any service, for the execution of the contract;*

***Non-firm price is all prices other than "firm" prices.*

- 13.5 Payment will be according to the CSIR Payment Terms and Conditions.

14 VALIDITY PERIOD OF PROPOSAL

Each **proposal** shall be valid for a minimum period of three (3) months calculated from the closing date.

15 APPOINTMENT OF SERVICE PROVIDER

- 15.1 The contract will be awarded to the tenderer who scores the highest total number of points during the evaluation process, except where the law permits otherwise.
- 15.2 Appointment as a successful service provider shall be subject to the parties agreeing to mutually acceptable contractual terms and conditions. In the event of the parties failing to reach such agreement CSIR reserves the right to appoint an alternative supplier.
- 15.3 Awarding of contracts will be announced on the National Treasury website and no regret letters will be sent to unsuccessful bidders.

16 ENQUIRIES AND CONTACT WITH THE CSIR

Any enquiry regarding this RFP shall be submitted in writing to CSIR at tender@csir.co.za with "***RFP No 3280/02/04/2019 - The provision of services for the installation of a Manufacturing Systems and the Development and Optimisation of Manufacturing Processes***" as the subject.

Any other contact with CSIR personnel involved in this tender is not permitted during the RFP process other than as required through existing service arrangements or as requested by the CSIR as part of the RFP process.

17 MEDIUM OF COMMUNICATION

All documentation submitted in response to this RFP must be in English.

18 COST OF PROPOSAL

Tenderers are expected to fully acquaint themselves with the conditions, requirements and specifications of this RFP before submitting proposals. Each tenderer assumes all risks for resource commitment and expenses, direct or indirect, of proposal preparation and participation throughout the RFP process. The CSIR is not responsible directly or indirectly for any costs incurred by tenderers.

19 CORRECTNESS OF RESPONSES

19.1 The tenderer must confirm satisfaction regarding the correctness and validity of their proposal and that all prices and rates quoted cover all the work/items specified in the RFP. The prices and rates quoted must cover all obligations under any resulting contract.

19.2 The tenderer accepts that any mistakes regarding prices and calculations will be at their own risk.

20 VERIFICATION OF DOCUMENTS

- 20.1 Tenderers should check the numbers of the pages to satisfy themselves that none are missing or duplicated. No liability will be accepted by the CSIR in regard to anything arising from the fact that pages are missing or duplicated.
- 20.2 *One hard copy and one electronic copy (CD or USB memory key)* of each proposal must be submitted. In the event of a contradiction between the submitted copies, the hard copy shall take precedence.
- 20.3 Pricing schedule and B-BBEE credentials should be submitted with the proposal, but as a separate document and no such information should be available in the technical proposal.
- 20.4 If a courier service company is being used for delivery of the proposal document, the RFP description must be endorsed on the delivery note/courier packaging to ensure that documents are delivered to the tender box, by the stipulated due date.

21 SUB-CONTRACTING

- 21.1 A tenderer will not be awarded points for B-BBEE status level if it is indicated in the tender documents that such a tenderer intends sub-contracting more than **25%** of the value of the contract to any other enterprise that does not qualify for at least the points that such a tenderer qualifies for, unless the intended sub-contractor is an exempted micro enterprise that has the capability and ability to execute the sub-contract.
- 21.2 A tenderer awarded a contract may not sub-contract more than **25%** of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level than the person concerned, unless the contract is sub-contracted to an exempted micro enterprise that has the capability and ability to execute the sub-contract.

22 ENGAGEMENT OF CONSULTANTS

The consultants will only be remunerated at the rates:

- 22.1 Determined in the "Guideline for fees", issued by the South African Institute of Chartered Accountants (SAICA); or
- 22.2 Set out in the "Guide on Hourly Fee Rates for Consultants", by the Department of Public Service and Administration (DPSA); or
- 22.3 Prescribed by the body - regulating the profession of the consultant.

23 TRAVEL EXPENSES

23.1 All travel expenses for the CSIR's account, be it directly via the CSIR's travel agent or indirectly via re-imbursements, must be in line with the CSIR's travel policy. The following will apply:

23.1.1 Only economy class tickets will be used.

23.1.2 A maximum of R1300 per night for accommodation, dinner, breakfast and parking will be allowed.

23.1.3 No car rentals of more than a Group B will be accommodated.

24 ADDITIONAL TERMS AND CONDITIONS

24.1 A tenderer shall not assume that information and/or documents supplied to CSIR, at any time prior to this request, are still available to CSIR, and shall consequently not make any reference to such information document in its response to this request.

24.2 Copies of any affiliations, memberships and/or accreditations that support your submission must be included in the tender.

24.3 In case of proposal from a joint venture, the following must be submitted together with the proposal:

- Joint venture Agreement including split of work signed by both parties;
- The original or certified copy of the B-BBEE certificate of the joint venture;
- The Tax Clearance Certificate of each joint venture member;
- Proof of ownership/shareholder certificates/copies; and
- Company registration certificates.

24.4 An omission to disclose material information, a factual inaccuracy, and/or a misrepresentation of fact may result in the disqualification of a tender, or cancellation of any subsequent contract.

24.5 Failure to comply with any of the terms and conditions as set out in this document will invalidate the Proposal.

25 CSIR RESERVES THE RIGHT TO

25.1 Extend the closing date;

25.2 Verify any information contained in a proposal;

25.3 Request documentary proof regarding any tendering issue;

- 25.4 Give preference to locally manufactured goods;
- 25.5 Appoint one or more service providers, separately or jointly (whether or not they submitted a joint proposal);
- 25.6 Award this RFP as a whole or in part;
- 25.7 Cancel or withdraw this RFP as a whole or in part.

26 DISCLAIMER

This RFP is a request for proposals only and not an offer document. Answers to this RFP must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of its proposal, tenderers shall be deemed to have satisfied themselves with and to have accepted all Terms & Conditions of this RFP. The CSIR makes no representation, warranty, assurance, guarantee or endorsements to tenderer concerning the RFP, whether with regard to its accuracy, completeness or otherwise and the CSIR shall have no liability towards the tenderer or any other party in connection therewith.

DECLARATION BY TENDERER

Only tenderers who completed the declaration below will be considered for evaluation.

RFP No:

I hereby undertake to render services described in the attached tendering documents to CSIR in accordance with the requirements and task directives / proposal specifications stipulated in RFP No..... at the price/s quoted. My offer/s remains binding upon me and open for acceptance by the CSIR during the validity period indicated and calculated from the closing date of the proposal.

I confirm that I am satisfied with regards to the correctness and validity of my proposal; that the price(s) and rate(s) quoted cover all the services specified in the proposal 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.

I accept full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on me under this proposal as the principal liable for the due fulfilment of this proposal.

I declare that I have no participation in any collusive practices with any tenderer or any other person regarding this or any other proposal.

I accept that the CSIR may take appropriate actions, deemed necessary, should there be a conflict of interest or if this declaration proves to be false.

I confirm that I am duly authorised to sign this proposal.

NAME (PRINT)
CAPACITY
SIGNATURE
NAME OF FIRM
DATE

WITNESSES	
1
2
DATE:	

27 ANNEXURE A

Functional Factors	Criteria Description	Weighting	1	5	7	10
Previous manufacturing cost model's implementation experience in years.	Track record of manufacturing cost model's implementation and local support throughout the Country in years.	20	Report reflects a complete misunderstanding of the requirements.	Has at least two years of experience in manufacturing cost model's implementation.	Has at least five years of experience in manufacturing cost model's implementation.	Has at least ten years of experience in manufacturing cost model's implementation.
The cost quotation solution must be able to analyse a 3D CAD model to identify estimated costs.	Analysis of 3D CAD model must reflect client's available processes and resources.	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.
The cost quotation solution must be able to allow client's to input features manually via a 2D drawing data to calculate estimated costs.	Analysis of 2D drawing inputs must reflect client's available processes and resources.	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.
The cost quotation solution must enable all ability levels to use the solution with ease.	The solutions must check for incorrect inputs values, use of workflows, relevant to each client's needs.	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.
The cost quotation solution must be able to cost accurately milling, turning and sheet metal; along with all their associate operations.	The proposed quotation must be able to calculate the clients complete process flow based on inputs types.	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.
The cost quotation solution must be able to take different materials in to consideration when calculating operations.	The proposed solution should enable material costs and process times to be captured to reflect the client's processes.	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.
The cost quotation solution must be configured to each client's current process, but also enable ease of updates to cover changes in client's processes / business.	Depending on the client's processes, the cost quotation solution must be configured and enable future configurations.	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.
The cost quotation solution must capture clients cutting tools, including feed and speeds based on materials.	The cost quotation solution must reflect client's preferred manufacturing criteria.	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.
The cost solution must output quotation reports and link to existing client's CRM/ERP system if applicable.	The cost quotation should link to client's database to include relevant contacts details, address, VAT number etc..	10	Response reflects a complete misunderstanding of the requirements.	Response offering covers 30% of key functional areas.	Response offering covers 70% of key functional areas.	The response offered complies 100% with requirements.