



**Request for Quotation (RFQ) for the provision of expert consultancy services to the CSIR for conducting a market analysis on Food Safety Technologies in Africa**

**Request for Quotation (RFQ) No: 5401/25/10/2018**

Date of issue:	11 October 2018
Closing Date and Time:	25 October 2018 at 16:30
Contact details:	For submission of quotations or any other enquiries: Email: <a href="mailto:tender@csir.co.za">tender@csir.co.za</a> <b>(Please use RFQ No. as subject reference)</b>

## 1 INVITATION FOR QUOTATION

Quotations are hereby invited for the provision of services to the CSIR for conducting a customized market analysis on Food Safety Technologies in Africa.

## 2 QUOTATION REQUIREMENTS

### 2.1 Deliverables / Scope of work:

The expert consultant/service provider is required to provide the CSIR with a fully customized market analysis and report on Mycotoxin Standards as well as Food Safety Technologies in Africa. The market report should cover and include the following:

- Market Analysis and Commercial Opportunities
- Market size and growth prospects
- Competitive Landscape
- Identification of potential customers and clients
- Possible partners/collaborators

A customised market report to support the business case to produce mycotoxin standards and other food safety testing technologies to service the needs primarily of South Africa and the African market.

- Food Safety Testing Market by :
  - Food Tested (Meat & Poultry, Dairy, Processed Foods, and Fruits & Vegetables),
  - Target Tested (Pathogens, Pesticides, GMOs, and Toxins),
  - Technology (Traditional and Rapid), and
  - Region - Global Forecast to 2025
- GMO Testing Market by:
  - Trait (Stacked, Herbicide Tolerance, Insect Resistance),
  - Technology (Polymerase Chain Reaction, Immunoassay),
  - Crop Tested,
  - Processed Food Tested,
  - and Region - Global Forecast to 2025
- African Food Safety Testing Market & Regulations
- Food labelling market- Nutritional food labelling as per Regulation 146 by:
  - Type of testing ( nutritional elements, sugar, fats, nutrients, proximates, pH, etc),
  - Technology (HPLC-Based, LC-MS/MS-Based, Immunoassay-Based),
  - Food Tested (Feed & Food), and
  - Region - Global Forecast to 2025
  - Labelling requirements
  - Frequency and volume of testing per parameter
  - Annual Net commercial value (Dollars/Rands) spent on procurement of reference materials and participation in proficiency testing schemes
  - Purchasers –laboratories are procuring which materials (Volumes and net commercial rand value)
  - Accreditation status of manufacturers/suppliers of reference materials and PTS (ISO 17034 and ISO 17025, ISO 17043)
  - Suppliers and locations (import from overseas or through local agents)?
- Mycotoxin Testing Market by:
  - Type (Aflatoxins, Ochratoxin A, Patulin, Fusarium Toxins),
  - Technology (HPLC-Based, LC-MS/MS-Based, Immunoassay-Based),
  - Food Tested (Feed & Food), and
  - Region - Global Forecast to 2025
  - What is the need for mycotoxin testing? (Research, regulation)

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- Frequency and volume of testing per parameter
  - What form must the standards be in to be used for tests? The format in which the reference materials (standards) are being procured (Certified reference materials, quality control, analytical standard, high purity-neat solid/liquid, individual calibration solution, calibration mixture, matrix)
  - Annual Net value (Dollars/Rands) spent on procurement of these reference materials and participation in proficiency testing schemes (PTS)
  - Purchasers –laboratories are procuring which materials (Volumes and rand value)
  - Accreditation status of manufacturers/suppliers of reference materials and PTS (ISO 17034 and ISO 17025, ISO 17043)
  - Suppliers and locations (import from overseas or through local agents)?
- Other contaminants (e.g. pathogens, pesticides, residues) Testing Market by:
    - Type (pathogens, pesticides, antibiotics, persistent organic pollutants),
    - Technology (HPLC-Based, LC-MS/MS-Based, Immunoassay-Based),
    - Food Tested (Feed & Food), and
    - Region - Global Forecast to 2025
    - What is the need for residue testing? (Research, regulation)
    - Frequency and volume of testing per parameter
    - What form must the standards be in to be used for tests? The format in which the reference materials (standards) are being procured (Certified reference materials, quality control, analytical standard, high purity-neat solid/liquid, individual calibration solution, calibration mixture, matrix)
    - Annual Net value (Dollars/Rands) spent on procurement of these reference materials and participation in proficiency testing schemes (PTS)
    - Purchasers –laboratories are procuring which materials (Volumes and rand value)
    - Accreditation status of manufacturers/suppliers of reference materials and PTS (ISO 17034 and ISO 17025, ISO 17043)
    - Suppliers and locations (import from overseas or through local agents)?

***Technology- Testing equipment***

How many GC (HPLC or other relevant machines that would require the mycotoxin standards) machines in SA?

Who sells the machines?

How many for routine testing?

How many for research?

Who supplies the consumables?

Draw value chain in SA

**SA Legislated tests**

How many mycotoxin tests legislated in SA?

Which mycotoxins must be tested?

Who is testing local market product?

Who is testing imported product?

What mycotoxin tests are legislated by SA trading partners?

County	Export Commodity	Mycotoxin	Who is testing (contact details)
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**International Food Safety Guidelines**

What additional tests should be done in SA that are currently not being done?

Prioritize according to

A – must be done urgently to meet minimum international standards

B - must be done because of SA specific risk

C – nice to have

Commodity	Mycotoxin	Who is best suited to do the test?
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What are the international needs that NMISA/CSIR can support?

Mycotoxin Standard	Commodity	Producing country	Current testing procedure
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**SADC**

Who is testing mycotoxins in SADC?

SADC Country	Commodity	Where is it exported to?	Mycotoxin	Who is testing? (contact details)
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Who is testing for SADC imports?

SADC Country	Commodity	Mycotoxin	Who is testing? (contact details)
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**3 EVALUATION CRITERIA**

- 3.1 Selection of suppliers will be based on the 80/20 preference point system.
- 3.2 Indicate valid B-BBEE status on quotation. No B-BBEE status will equal zero points (**RSA suppliers only**). *Please submit valid BBBEE certificate or sworn affidavit.*
- 3.3 Indicate CSD number (National Treasury Central Supplier Database) on quotation. If not registered yet on CSD, use [www.csd.gov.za](http://www.csd.gov.za) to register. *(Please ensure that tax status is updated on CSD)*
- 3.4 No order will be issued or no contract will be signed without a valid CSD number.
- 3.5 Elimination criteria;

Suppliers will be disqualified under the following conditions:

- Late submission;

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This is not a Purchase Order.

- If method statement is not submitted;
- Quotation submitted at wrong location or email address (***Quote must be submitted via email to [tender@csir.co.za](mailto:tender@csir.co.za) before the closing date and time***);
- If the supplier does not provide three contactable references for doing similar work;
- If no company profile is submitted with quote.

#### **4 PRICING QUOTATION**

- 4.1 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.
- 4.2 Price should include additional cost elements such as freight, insurance until acceptance, duty where applicable, etc.
- 4.3 Payment will be according to the CSIR Payment Terms and Conditions.

#### **5 OTHER TERMS AND CONDITIONS**

- 5.1 The supplier shall under no circumstances offer, promise or make any gift, payment, loan, reward, inducement, benefit or other advantage, which may be construed as being made to solicit any favour, to any CSIR employee or its representatives. Such an act shall constitute a material breach of the Agreement and the CSIR shall be entitled to terminate the Agreement forthwith, without prejudice to any of its rights.
- 5.2 A validity period of 90 days will apply to all quotations except where indicated differently on the quote.

- 6 No goods and/or services should be delivered to the CSIR without an official CSIR Purchase order. CSIR purchase order number must be quoted on the invoice. Invoices without CSIR purchase order numbers will be returned to supplier.**

**Note: This is not a Purchase Order.**