



Request for Proposals (RFP)

The Supply, Installation and Maintenance of an electric perimeter fence which will act as an intrusion detection system for the CSIR

RFP No: 3123/30/06/2017

Date of Issue	Tuesday, 13 June 2017	
Compulsory briefing session	Date: Friday, 23 June 2017 Venue: CSIR Implementation Unit, Cnr. Rustenburg and Carlow Roads, Johannesburg Time: 11h30	
Closing Date	Friday, 30 June 2017	
Enquiries	Strategic Procurement Unit	E-mail: tender@csir.co.za
CSIR business hours	08h00 – 16h30	
Category	Security 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. The site that requires the Proposal is located at the CSIR Centre for Mining Innovation, Cnr. Carlow Rd & Rustenburg Road in Johannesburg.

2 BACKGROUND

The CSIR Carlow Road site has a perimeter fence that is 600m in perimeter. The site requires an early warning perimeter intrusion detection system.

3 INVITATION FOR PROPOSAL

Proposals are hereby invited for the supply and installation of an Electric Perimeter fence which will act as an Intrusion Detection System for the CSIR Carlow Road campus.

4 PROPOSAL SPECIFICATION

All proposals are to be submitted in a format specified in this enquiry. The proposal will be for the supply and installation of an electric perimeter fence which will be embedded and become part of the current perimeter fencing. However, tenderers are welcome to submit additional / alternative proposals over and above the originally specified format.

4.1 Specifications:

- To install an electric perimeter fence intrusion detection system to detect and locate attempted intrusion such as cutting, climbing or lifting the fabric of the fence.
- The Site has palisade fence installed around the campus, please see Figure 4.1 hereunder showing the location of the site.



Figure 4.1

The Palisade structures should be protected by electric fence from ground level protruding past the top part of the existing material mounted on existing uprights including entrance gates.

- Certificate of Compliance should be provided for Electric fence.
- All O & M Manuals to be supplied on Completion.
- Drawings of Zoning should be provided.
- Drawings of Electrical Connections and Supplies to be provided

- Electric fence to protect the perimeter structures from ground level protruding past the top part of the existing material mounted on existing uprights including entrance gates.
- Electric fencing equipment and installations to comply fully with the new requirements of the Electrical Machinery Regulations Act: SANS 10222-3 and SANS 60335-2-76
- Certificate of Compliance to be issued for Electrical installations.
- Drawings of Zoning and Electrical Connections and Supplies to be provided

4.2 The perimeter intrusion detection system capabilities:

4.2.1. The electric fence system must be able to detect and locate intrusions.

4.2.2 The electric fence system must have the following detection capabilities:

- Process the signal from the sensor to detect intruders attempting to breach the perimeter fence by cutting, climbing, or lifting the fence fabric.
- Locate the position of a detected intrusion to or within the configured zone area.
- Detect multiple simultaneous intrusions when intrusion attempts are in different zones.
- Be capable of detecting and locating a sensor cable cut to or within the affected zone.
- Be capable of being calibrated to function on different types of metal fencing.
- Utilize adaptive algorithms in the detection process to optimally discriminate between actual intrusions and environmental activity.

4.3 Intrusion detection system performance parameters:

- The probability of detection (POD) to be at least 95% with a 95% confidence factor when the system is installed in accordance with the manufacturer's directions on a high-quality fence.
- False alarm rate: The maximum rate for alarms generated by the internal electronic processes of the processors (cables excluded) shall be less than one per zone per year, averaged over the total number of zones in the system.

4.4 Nuisance (environmental) alarms:

The system when calibrated according to manufacturer's guidelines shall not suffer nuisance alarms from any of the following sources:

- Temperature changes.
- Motion of nearby objects or vegetation that is not striking the fence.
- Motion of surface or ground water.
- Sunrise/sunset.
- Acoustic or magnetic effects.
- Fog.
- Seismic vibration caused by nearby objects.

The system shall utilize advanced processing and ambient compensation to minimize the probability of nuisance alarms from the following sources:

- Wind.
- Rain and hail.
- Sandstorms.

The system shall be capable of generating an alarm within one second from the onset of an attempted breach that involves an aggressive contact with the system, such as the one attempted by quick climbing.

Other detected intrusion attempts shall be reported no later than one second after the breach is completed.

4.5 Fence compatibility:

1. The system must support installation on the following types of metal fencing:
 - Steel Palisade
 - Diamond mesh
 - Brick wall
2. It must be possible to use multiple passes of sensor cable to obtain the specified detection performance for fences of any height.
3. Gate compatibility: The sensor cable must be capable of being installed on swinging gates.

4.6 Equipment failure response

1. Cable Cut
 - The system must be capable of detecting and locating a sensor cable cut to within the affected zone.
 - In the event of a sensor cable cut, the system must retain detection and location ability in the portion(s) of the sensor cable that remain connected to the system sensor unit.
2. Mains Power Failure
 - The system will be able to function during mains failure running from a third-party power supply.

4.7 Alarm Reporting

1. **Intrusion**
 - The system must send intrusion alarms to the armed response team in remote location
 - SMS the CSIR Control Room in Pretoria.
 - Send signal to armed response company.
 - Have additional SMS that can be programmed in for notification.
 - Have Ethernet Connectivity for future upgrades.
 - Audible and visible systems (mimic panels) should be installed in guardhouse for intrusion. The visible display to show the intrusion zone
2. **System Failure Alarms**
 - The system shall send system failure alarms to the armed response team in remote location, trigger audible alarm condition in the guardhouse and SMS the CSIR Control Room in Pretoria.
 - Alarm control panels / system should be installed in guardhouse for monitoring intrusion with differentiation between intrusion and fault condition in various zones.

4.8 Civil Works and Electrical

Tenderers to include the following in the proposal:

- All Civil Works as may be required
- Vegetation clearing as may be required

- Electrical supplies trenching and COCS according to SANS 10142 Part 1

4.9 Maintenance in and outside normal business hours

- Bidders are required to also quote for maintenance for a 5 year period of which shall be implemented after the 12 months warranty.

4.10 Legal Compliance and Professional Body Affiliations

- Valid certificate of registration with PSIRA (Private Security Industry Regulatory Authority) i.e. new certificate in line with industry circular issued by PSIRA on 10 March 2015
- An accredited installer registered with the Department of Labour.

5 FUNCTIONAL EVALUATION CRITERIA

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

	Evaluation element	Weighted score
1	Approach paper indicating installation drawing and duration of the project / timelines.	50
2	Experience (track record) on previous projects of a similar nature, scope or complexity (over the last 2 years).	25
3	At least 2 contactable references and testimonials on previous projects	25
	Total	100

5.2 Proposals with functionality / technical points of less than the pre-determined minimum overall percentage of 70% will be eliminated from further evaluation.

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

6 ELIMINATION CRITERIA

6.1 Proposals will be eliminated under the following conditions:

- Submission after the deadline;
- Proposals submitted at incorrect location;
- Failure to attend the briefing session
- Failure to submit proof of registration with following professional bodies
 - PSIRA (Private Security Industry Regulatory Authority),
 - Accredited installer registered with the Department of Labour and

6.2 MANDATORY REQUIREMENTS AS PER SCOPE OF WORK

The bidder must indicate its compliance/non-compliance to the requirements. The bidder who does not comply with all of the indicated requirements will not be evaluated further on Functionality, Price and B-BBEE.

Section	Requirement	Comply	Not Comply
4.1	<p>Installation of an Electric Fence – The successful bidder will be required to install an electric perimeter fence intrusion detection system on existing palisade fence to detect and locate attempted intrusion such as cutting, climbing or lifting the fabric of the fence, and meet the following prerequisites:</p> <ul style="list-style-type: none"> ✓ The electric fence is capable of protecting the existing perimeter fence from ground level protruding past the top part of the existing material mounted on existing uprights including entrance gates. ✓ Electric fencing equipment and installations are fully compliant with the new requirements of the Electrical Machinery Regulations Act: SANS 10222-3 and SANS 60335-2-76. ✓ Certificate of Compliance to be issued for Electrical installations. ✓ Drawings of Zoning and Electrical Connections and Supplies to be provided. 		
4.2	Perimeter Intrusion Detection System Capabilities - the successful bidder will be required to supply the electric fence system that is able to detect and locate intrusions within Carlow Road Property		
4.2.1	<p>The system shall provide the following detection capabilities:</p> <ul style="list-style-type: none"> • Process the signal from the sensor to detect intruders attempting to breach the perimeter fence by cutting, climbing, or lifting the fence fabric. • Locate the position of a detected intrusion to or within the configured zone area. • Detect multiple simultaneous intrusions when intrusion attempts are in different zones. • Be capable of detecting and locating a sensor cable cut to or within the affected zone. • Be capable of being calibrated to function on different types of metal fencing. • Utilize adaptive algorithms in the detection process to optimally discriminate between actual intrusions and environmental activity. 		
4.3	<p>Intrusion Detection System Performance Parameters – the successful bidder will be required to confirm the probability of detection (POD) to be at least 95% with a 95% confidence factor when the system is installed in accordance with the manufacturer's directions on a high-quality fence; and in case of false alarm rate: the maximum rate for alarms generated by the internal electronic processes of the processors (cables excluded) shall be less than one per zone per year, averaged over the total number of zones in the system.</p>		
4.4	<p>Nuisance (Environmental) Alarms - the successful bidder will be required to ensure the electric system when calibrated according to manufacturer's guidelines shall not suffer nuisance alarms from any of</p>		

	<p>the following sources:</p> <ul style="list-style-type: none"> • Temperature changes. • Motion of nearby objects or vegetation that is not striking the fence. • Motion of surface or ground water. • Sunrise/sunset. • Acoustic or magnetic effects. • Fog. • Seismic vibration caused by nearby objects. 		
4.4.1	<p>The successful bidder must ensure the system utilize advanced processing and ambient compensation to minimize the probability of nuisance alarms from the following sources:</p> <ul style="list-style-type: none"> • Wind. • Rain and hail. • Sandstorms. <p>The system is capable of generating an alarm within one second from the onset of an attempted breach that involves an aggressive contact with the system, such as the one attempted by quick climbing. Other detected intrusion attempts shall be reported no later than one second after the breach is completed.</p>		
4.5	<p>Fence Compatibility – The successful bidder will be required to ensure the system support installation on the following types of metal fencing:</p> <ul style="list-style-type: none"> • Steel Palisade • Diamond mesh • Brick wall <p>In addition, it must be possible to use multiple passes of sensor cable to obtain the specified detection performance for fences of any height. In terms of gate compatibility, the sensor cable is capable of being installed on swinging gates.</p>		
4.6	<p>Equipment Failure Response – the successful bidder will be required to ensure the system is capable of detecting and locating a sensor cable cut to within the affected zone. In the event of a sensor cable cut, the system must retain detection and location ability in the portion(s) of the sensor cable that remain connected to the system sensor unit. In terms of Mains Power Failure, the system must be able to function during mains failure running from a third-party power supply.</p>		
4.7	<p>Alarm Reporting – the successful bidder will be required to ensure the system is sending intrusion alarms to the armed response team in remote location, SMS the CSIR Control Room in Pretoria, Send signal to armed response company, Have additional SMS that can be programmed in for notification, Have Ethernet Connectivity for future upgrades; Audible and visible systems (mimic panels) are installed in guardhouse for intrusion. The visible display is able to show the intrusion zone.</p>		
4.7.1	<p>System Failure Alarm – the successful bidder will required to ensure the system is sending system failure alarms to the armed response team in remote location, trigger audible alarm condition in the guardhouse and SMS the CSIR Control Room in Pretoria, alarm control panels / system are installed in guardhouse for monitoring</p>		

	intrusion with differentiation between intrusion and fault condition in various zones.		
4.8	Civil Works and Electrical – the successful bidder will be required to include all Civil Works as may be required, Vegetation clearing as may be required and Electrical supplies trenching and COCS according to SANS 10142 Part 1 in the proposal.		
4.9	Maintenance In and Outside Normal Business Hours – the successful bidder will be required to quote for maintenance for a 5 year period of which shall be implemented after the 12 months warranty.		
4.10	Legal Compliance– the successful bidder will be required to submit proof of the following: <ul style="list-style-type: none"> • Valid certificate of registration with PSIRA (Private Security Industry Regulatory Authority) i.e. new certificate in line with industry circular issued by PSIRA on 10 March 2015 • An accredited installer registered with the Department of Labour. 		

7 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: www.csd.gov.za;
- 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

8 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

9 TENDER PROGRAMME

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

- Issue of tender documents: 13 June 2017
- Compulsory briefing session / site inspection 23 June 2017
- Closing / submission Date: 30 June 2017

10 SUBMISSION OF PROPOSALS

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

10.2 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: **RFP No.: 3123/30/06/2017**

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

RFP No: 3123/30/06/2017

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

10.4 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.

11 DEADLINE FOR SUBMISSION

Proposals shall be submitted at the address mentioned above no later than the closing date of **30 June 2017** 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.

12 AWARDING OF TENDERS

12.1 Awarding of tenders will be published on the National Treasury e-tender portal tender website. No regret letters will be sent out.

13 EVALUATION PROCESS

13.1 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**, local production and content.
- 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.

13.2 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. If all tenders received are more than R1m, the proposal will be cancelled and re-issued.

14 PRICING PROPOSAL

- 14.1 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.
- 14.2 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.
- 14.3 Price should include additional cost elements such as freight, insurance until acceptance, duty where applicable.
- 14.4 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.*

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

15 VALIDITY PERIOD OF PROPOSAL

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

16 APPOINTMENT OF SERVICE PROVIDER

- 16.1** 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.
- 16.2** 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.
- 16.3** Awarding of contracts will be announced on the National Treasury website and no regret letters will be sent to unsuccessful bidders.

17 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: 3123/30/06/2017 – “The supply and installation of an electric perimeter fence which will act as an Intrusion Detection System for the CSIR”*** 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.

18 MEDIUM OF COMMUNICATION

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

19 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.

20 CORRECTNESS OF RESPONSES

- 20.1** 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.
- 20.2** The tenderer accepts that any mistakes regarding prices and calculations will be at their own risk.

21 VERIFICATION OF DOCUMENTS

- 21.1** 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.
- 21.2** *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.
- 21.3** 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.
- 21.4** 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.

22 SUB-CONTRACTING

- 22.1** 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.
- 22.2** 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.

23 ENGAGEMENT OF CONSULTANTS

The consultants will only be remunerated at the rates:

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

24 TRAVEL EXPENSES

24.1 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:

- 24.1.1 Only economy class tickets will be used.
- 24.1.2 A maximum of R1300 per night for accommodation, dinner, breakfast and parking will be allowed.
- 24.1.3 No car rentals of more than a Group B will be accommodated.

25 ADDITIONAL TERMS AND CONDITIONS

- 25.1** 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.
- 25.2** Copies of any affiliations, memberships and/or accreditations that support your submission must be included in the tender.
- 25.3** 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;
- 25.4** 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.

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

26 CSIR RESERVES THE RIGHT TO

26.1 Extend the closing date;

26.2 Verify any information contained in a proposal;

26.3 Request documentary proof regarding any tendering issue;

26.4 Give preference to locally manufactured goods;

26.5 Appoint one or more service providers, separately or jointly (whether or not they submitted a joint proposal);

26.6 Award this RFP as a whole or in part;

26.7 Cancel or withdraw this RFP as a whole or in part.

27 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: 3123/30/06/2017

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: 3123/30/06/2017** 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:	

28 ANNEXURE A

Evaluation Criteria		Guideline on scoring					100%
Experience / Competency	Unit of Measure / Requirement	Weighting	Poor (0%)	Satisfactory (70%)	Good (90%)	Excellent (100%)	
FIRM EXPERTISE							
Approach Paper indicating installation drawing and duration of the project / timelines	Installation drawing and duration of the project /time lines.	50%	The technical approach and / or methodology is poor / is unlikely to satisfy project objectives or requirements. The Tenderer has misunderstood certain aspects of the scope of work and does not deal with the critical aspects of the project.	The approach is specifically tailored to address the specific project objectives. Critical areas and specification requirements are addressed. Time lines for the project is presented	The approach is specifically tailored to address the specific project objectives and requirements and it demonstrate ingenuity and innovation. A quality work plan is specifically tailored to the critical characteristics of the project.	Besides meeting the “good” rating, the important issues are approached in an innovative and efficient way, indicating that the tenderer has outstanding knowledge of state-of-the- art approaches. The approach paper details ways to improve the project outcomes and the quality of the outputs.	
Experience of the Organization	Number of years doing similar projects	25%	Tenderer has less than 2 years doing similar projects	Tenderer has 2 – 5 years doing similar projects	Tenderer has 5 – 8 years doing similar projects	Tenderer has more than 8 years doing similar projects	
References	Contactable references. The exact scope of the work done and when the project was completed must also be indicated.	25%	No contactable references provided for work done in the last 2 years	Minimum of 2 contactable references provided for work done in the last 2 years	Tenderer has provided more than 3 contactable references and testimonials for work done in the last 3 years	Tenderer has provided more than 3 contactable references and testimonials for work done in the last 12 months	