



Request for Proposals (RFP)

for

The provision of services to the CSIR to provide a market survey of various South African industry sectors for Mechanical Testing Services

RFP No. 1057/13/12/2022

Date of Issue	Tuesday, 29 November 2022	
Closing Date	Tuesday, 13 December 2022 at 16h30	
Place of tender submission	Electronic submission: tender@csir.co.za Mail size is limited to 25MB, if the document exceeds this limit, please send multiple emails. Cloud submissions will not be accepted	
Enquiries	Strategic Procurement Unit	E-mail: tender@csir.co.za
CSIR business hours	08h00 – 16h30	
Category	Professional	

TABLE OF CONTENTS

SECTION A – TECHNICAL INFORMATION	3
1 INTRODUCTION	3
2 BACKGROUND	3
3 INVITATION FOR PROPOSAL	3
4 PROPOSAL SPECIFICATION	3
5 FUNCTIONAL EVALUATION CRITERIA	5
6 ELIMINATION CRITERIA	5
7 NATIONAL TREASURY CENTRAL SUPPLIER DATABASE REGISTRATION	5
SECTION B – TERMS AND CONDITIONS	6
8 VENUE FOR PROPOSAL SUBMISSION	6
9 TENDER PROGRAMME	6
10 SUBMISSION OF PROPOSALS	6
11 DEADLINE FOR SUBMISSION	6
12 AWARDING OF TENDERS	7
13 EVALUATION PROCESS	7
14 PRICING PROPOSAL	7
15 VALIDITY PERIOD OF PROPOSAL	8
16 APPOINTMENT OF SERVICE PROVIDER	8
17 ENQUIRIES AND CONTACT WITH THE CSIR	9
18 MEDIUM OF COMMUNICATION	9
19 COST OF PROPOSAL	9
20 CORRECTNESS OF RESPONSES	9
21 VERIFICATION OF DOCUMENTS	10
22 SUB-CONTRACTING	10
23 ENGAGEMENT OF CONSULTANTS	10
24 TRAVEL EXPENSES	10
25 ADDITIONAL TERMS AND CONDITIONS	11
26 CSIR RESERVES THE RIGHT TO	11
27 DISCLAIMER	12
DECLARATION BY TENDERER	13
28 ANNEXURE	14

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 BACKGROUND

The CSIR is in the process of developing a business model to enhance the financial sustainability of the mechanical testing facility (MTF) within its cluster of Future Production: Manufacturing. The facility offers a variety of testing services related to the structural integrity and properties of provided samples, including fatigue, fracture toughness, tensile strength, and hardness, to name a few. Also included in the service offering is microstructure analysis such as metallography and microscopy.

A key aspect of the business model development requires specific and detailed input information in terms of the status of the target market.

3 INVITATION FOR PROPOSAL

Proposals are hereby invited for the provision of services to the CSIR to provide a market survey of various South African industry sectors for Mechanical Testing Services.

4 PROPOSAL SPECIFICATION

All proposals are to be submitted in a format specified in this enquiry. However, tenderers are welcome to submit additional / alternative proposals over and above the originally specified format.

- Global and SA Trends and drivers for the mechanical testing market.
- Size of the SA target market for mechanical testing in the following sectors:
 - Manufacturing
 - Construction

- Power generation
 - Tooling
 - Metal production
 - Petrochemical
 - Mining
 - Paper & pulp
 - Transport (Aerospace, Automotive, Rail, Marine, etc.)
- Market segmentation per sector, and identification of potential customers per segment.
To develop an understanding of the proposed value proposition in terms of how the envisaged mechanical testing services can enhance the customers business and the desired nature of testing services and support they require.
 - Qualitative and quantitative analysis in terms of particular test requirements, potential number of tests to be performed, and customer pricing sensitivity.

Duration

3 months

Key outputs expected

- Key trends and drivers in the MTF market.
- Estimation of the market size for MTF per market sector listed
- Identification of potential customers per market segment.
- Description of the nature of mechanical testing services required, frequency, and value proposition of general mechanical testing for each customer's business.
- The range of prices that the customer would be willing to pay for each type of test required and any related pricing sensitivity.
- The number of potential tests, per customer, per annum.
- Mechanical testing services they are currently using.

5 FUNCTIONAL EVALUATION CRITERIA

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

Description	Weight
1. Approach & Methodology	45%
2. Project Implementation plan	25%
3. Proven track record	30%

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

Proposals will be eliminated under the following conditions:

- Submission after the deadline.
- Proposals submitted to the incorrect email address.
- National Treasury Restricted suppliers.
- Bidders that are registered on the National Treasury Register of Tender Defaulters.
- Failure to submit fully completed and signed SBD 4 and SBD 1.
- Incomplete proposal submission.

7 NATIONAL TREASURY CENTRAL SUPPLIER DATABASE 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 with 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:

- tender@csir.co.za
- All bids must be clearly marked with the bidder's name, and the contents of the email
- Emails may be sent in parts if it exceeds 25MB

9 TENDER PROGRAMME

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

- Issue of tender documents: 29 November 2022
- Last date for submission of queries: 05 December 2022
- Closing / submission Date: 13 December 2022

10 SUBMISSION OF PROPOSALS

10.1 All proposals are to be clearly marked with the RFP number and the name of the tenderer.

Proposals must consist of two parts:

PART 1: Technical Proposal: RFP No.: 1057/13/12/2022

PART 2: Pricing Proposal, B-BBEE and other Mandatory Documentation:
RFP No.: 1057/13/12/2022

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

10.3 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 email address mentioned above no later than the closing date of **Tuesday, 13 December 2022** 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 or the CSIR's 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**.
- 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 R50m, 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 1057/13/12/2022 - Provision of services to the CSIR to provide a market survey of various South African industry sectors for Mechanical Testing Services”*** 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 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.

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-imburements, 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 R1400 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;
 - The Tax Clearance Certificate of each joint venture member;
 - Proof of ownership/shareholder certificates/copies; and
 - Company registration certificates.
- 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.
- 26.8 Use less than the total requested 500 hours depending on project needs.

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: 1057/13/12/2022

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 1057/13/12/2022 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:	

Functional Criteria					
Functional Factors	Criteria Description	Weighting	Rating		
			0	5	10
Approach and methodology	The supplier must clearly demonstrate the methodology to be followed to do the market survey for Mechanical Testing Services	45	The methodology to be followed is not clearly specified.	Methodology demonstrates some understanding of the mechanical testing services market.	Methodology demonstrates detailed understanding of the mechanical testing services market.
Project implementation plan	The supplier must clearly define the project timeline, milestones, risk plan and resource allocation.	25	No clear project plan provided.	Project plan provided with milestones and resource allocation.	Detailed project plan provided with clear milestone and resource allocation. A risk mitigation plan available to ensure timeous delivery.
Proven track record	The supplier must provide evidence of experience in similar market studies.	30	The supplier has inadequate experience in similar studies. No references provided.	3 – 5 references provided.	6 – 10 references provided.
Total		100			