



SUPPLY CHAIN MANAGEMENT

Telephone 031 566 0427 Fax 086 606 2614 email: siyethemba@shark.co.za

REQUEST FOR QUOTATION (RFQ)

ENQUIRIES: **Mr S Dlamini**

To:

Telephone:

Email address:

Attention:

You are hereby invited to submit quotation for the supply and delivery of the following **item/ service** to the KZN Sharks Board (KZNSB).

ITEM	DESCRIPTION	QTY
01.	Please quote, complete and sign the attached standard bidding documents	See attached Specification
02.	Submit Original and valid Tax Clearance Certificate	
03.	Submit Original or a Certified copy BEE Certificate	
04.	Proof of Treasury Central Supplier Database registration and Supplier number	
05.	Bank letter not older than 3 months	
06.	SBD6.2 100% For Local Production and Content	

CLOSING DATE: 25/03/2020

CLOSING TIME: 11:00am

Please submit your quotation on the Organisation's quotation form attached hereunder, and clearly indicate the delivery period and validity period of your quotation. Please also clearly indicate whether your price includes or excludes VAT. (***You may claim VAT only if you are a VAT vendor, please provide VAT NUMBER.***)

This service is required at 1a Herrwood Drive, Umhlanga Rocks (DELIVERY ADDRESS) on the _____ DELIVERY DATE

TERMS AND CONDITIONS:

- If a Supplier fails to deliver any or all goods, or a service provider fails to perform the required services within the period specified in the Order/Contract, the KZNSB may as a penalty deduct from the Order/Contract price a sum of the delayed goods or unperformed services or terminate the contract in part or in whole.
- The Organisation's quotation form must be completed in detail, signed by the bidder and bear the signature of witnesses, and be forwarded to the KwaZulu Natal Sharks Board CFO Division. Failure to comply with these requirements may result in the quotation being disregarded.

Yours faithfully

NAME: Siyethemba Dlamini _____ SIGNATURE: _____ DATE: 17/03/2020

DESCRIPTION	UNIT PRICE	TOTAL PRICE
<p><u>Service Provider to Compile a Business Strategy Plan for KwaZulu Natal Sharks Board, 1a Herrwood Drive Umhlanga Rocks</u></p> <p><u>Specification</u></p> <ul style="list-style-type: none"> • Service provider to Compile a Business Strategy Plan for the commercialization of the Shark Repellent Cable (SRC) projects. • A Business Strategy Plan will provide a logical process to guide the commercialization of the Shark Repellent Cable project from the current pilot study phase to full commercialization of the technology. • A two phased approach to the development of a comprehensive Business Strategy Plan is required. • A Telephonically briefing is required, and you are edged to call Dr Matt Dicken or Mr Paul Von Blerk anytime from 17 March 2020 at 09:00am to 25 March 2020 09:00am, see their personal number below. • Matt Dicken: 072 214 6215, Email: matt@shark.co.za • Paul Von Blerk: 083 777 9859, Email: vonblerk@shark.co.za <p><u>NB: Please see Phase 1, Phase 2 and the Requirement attached.</u></p> <p><u>For all Specification Enquiries, you can contact:</u></p> <p>Name: Matt Dicken</p> <p>Tel: 031 566 0400/0420</p> <p>Email: matt@shark.co.za</p> <p><u>For all Administration Enquiries, you can contact:</u></p> <p>Name: Siyethemba Dlamini</p> <p>Tel: 031 566 0400/0427</p> <p>Email: siyethemba@shark.co.za</p>		

2. The bidder must provide original Tax Clearance Certificate, unless the KwaZulu – Natal Sharks Board is in possession of a valid one.
- 3.1 Bidders / service providers are required to submit together with their bids / quotations an original and valid B-BBEE Status Level Verification Certificates or certified copies thereof to substantiate their B-BBEE rating claims. B-BBEE Verification certificates are valid only if issued by a verification agency accredited by either SANNAS and / or IRBA
- 3.2 In terms of the Generic Code of Good Practice, an enterprise with annual total revenue of R5 million or less qualifies as an Emerging Micro Enterprise. EMEs are deemed to have a B-BBEE status of “level four (4) contributor”. Evidence of such qualification must be a certificate issued by **a registered Auditor, Accounting Officer as defined in Section 60(4) of the Close Corporation Act No 69 of 1984** or an accredited verification agency.
- 3.3 A verification certificate is only valid for 12 months.
4. The bidder quotation should clearly indicate the validity period.
5. Quotations must be fully completed in all respect and it is strictly essential.
6. Please confirm that your banking details are still the same. If these have changed, please submit a new application form with a bank stamp.
7. Practice note for Financial Management No. 3 of 2006 (Amendment 4 of 2010) Paragraph 3.2 (b) & (c)
 - The Accounting Officer/ Authority must settle all payments due to creditors within 30 days from receipts of an invoice unless determined otherwise in a contract or other agreement.
 - The Accounting Officer/ Authority must make no payments no earlier than necessary, avoid prepayments for goods and services unless required by contractual arrangements and accept discounts to effect early payments.
8. Quotations are to be evaluated in accordance with new Preferential Procurement Policy frame works that are promulgated by National Treasury and KwaZulu – Natal Provincial Treasury.
9. The **80/20** preference point system to be used for all procurement **up to a R 50 000 000.00 (VAT included)**

NB: Please provide the CSD supplier number which is on the Treasury letter head. Failure to comply you will be automatically be disqualified.

NB: Please confirm the availability of stock and the delivery date when submitting the quotation.

SUB TOTAL:.....
 VAT:.....
 TOTAL:.....

Name of Company.....

Authorized Signature.....

Name of Representative.....

Designation.....

Date.....

CSD NO.....



Specification for a Business Strategy Plan

Phase 1: Establish the need for partnerships

- Current status of the SRC Project
- Undertake a comprehensive desktop market study to evaluate the potential market of the technology. This to include competition from other technologies
- Establish and identify what requirements, processes and systems are required to fully commercialize the technology
- Identify limitations and challenges facing the KZNSB in the development and commercialization of the technology that could have a negative impact on either the KZNSB or the project
- Establish what expertise, services and input are required from external sources to aid the KZNSB in achieving the technologies full potential. This may include (but not limited to):
1) identify what R&D program is required to improve the technology and its application to stay ahead of competition and 2) the need for partner / service providers in the field of manufacturing, Research and Development (R&D), sales, marketing, installation and maintenance.
- If partnerships are required, then provide a list of suitable companies who could fulfil our required needs e.g. in the field of R&D, sales, marketing, installation and maintenance etc
- Based on the recommendation above provide advice and reasoning on how partnerships should be formed i.e. on contracts, on shareholding, or through other options.
- Provide the KZNSB with a full report on the above findings. These finding will be used as input for the formulation of a BSP in Phase 2.

Phase 2: Supply & delivery of a business strategy plan incorporating (but not limited to) the following.

1. Detailed Executive Summary
2. Goals and Objectives of both SRT PTY LTD SRP PTY LTD and the KZNSB
3. Market Analysis: Including Environmental and Tourism Impact. Establish the actual need of this technology at both public and city infrastructure level.

4. Company Description Including History and Mandate
5. Organization, Management and Processes. Supply a logical and practical company structure that has the ability to address this new emerging market
6. Services and/or Products. Explore the market and product diversity available.
7. Industry and market analysis
8. Financial projections and feasibility, both short term and long term, establish the longevity of this proposed company and technology. Include: break even analysis, cash flow statements etc
9. Industry specific market research
10. Sales projections and sensitivity analysis
11. SWOT analysis
12. Market analysis
13. Sales and marketing plan
14. Long term R&D improvement program; explore how the technology can stay current. Identify supporting industry and technology that can assist in the achievement of the company goals
15. Personnel plan. KZNSB installation and maintenance teams' structure and function. Develop team structures for the proposed teams for global installation and maintenance programs.
16. Identify how the KZNSB can maximise the benefit form this technology and program
17. Presentation pack Including PPT and Business Plan Pitch Deck

The Service providers are required to provide company profile detailing the following:

1. To have completed more than 1000 Business Plan projects.
2. To have supplied business plan services to clients both locally as well as to markets overseas.
3. Compiled business plans for projects seeking investment funding of more than R500,000,000
4. Supply as an example 2 national and 2 international business plans that your company has drawn up for clients.
5. Must be able to supply free email and telephonic support during the project phase.
6. Service provider company to have been operational for at least 10 consecutive years
7. Provide a brief project scope outlining what you intend to provide in both phases of the project
8. Business plan to meet with standards suggested by funding institutions locally and internationally.
9. The appointed service provider will be expected to attend an initial onsite visit to meet the SRC project team and agree upon deliverables and time frames. Onsite visits will be required as and when required.
10. All requirements as above must be supplied with traceable and current contact details of references supplied.