

**SUPPLY CHAIN MANAGEMENT**

Telephone 031 566 0427 Fax 086 457 6061 email: [siyethemba@shark.com](mailto:siyethemba@shark.com)

**REQUEST FOR QUOTATION (RFQ)**

ENQUIRIES: Mr S Dlamini

To:

Tel:

Email:

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 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: 07/08/2020**

**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: 17/07/2020

DESCRIPTION	UNIT PRICE	TOTAL PRICE
<p><b>A service provider to <u>Compile a Business Strategy Plan for commercialization of the Shark Repellent Cable (SRC) Project</u> for KwaZulu Natal Sharks Board Maritime Centre, 1A Herrwood Drive, uMhlanga Rocks</b></p> <p><b><u>Specification</u></b></p> <ul style="list-style-type: none"> <li>• Service provider to compile a Business Strategy Plan for the commercialisation of the Shark Repellent Cable (SRC) Project.</li> <li>• Please write the total price your going to charge us for a whole project.</li> </ul> <p><b><u>NB: Please see the specification attached</u></b></p> <p><u>For all specification, Enquiries, you can contact;</u></p> <p>Name: Paul Von Blerk Tel: 031 566 0400/0408 Email: <a href="mailto:vonblerk@shark.co.za">vonblerk@shark.co.za</a></p> <p><u>For all specification, Enquiries, you can contact;</u></p> <p>Name: Matt Dicken Tel: 031 566 0400/0420 Email: <a href="mailto:matt@shark.co.za">matt@shark.co.za</a></p> <p><u>For all Administration Enquiries, you can contact;</u></p> <p>Name: Siyethemba Dlamini Tel: 031 566 0400/0427 Email: <a href="mailto:siyethemba@shark.co.za">siyethemba@shark.co.za</a></p>		

1. The bidder must be registered with **Treasury Central Supplier Database.(CSD)**
2. The guidance on the Calculation of Local Content together with Local Content Declaration Templates (Annexure C, D and E) is accessible on <http://www.thdti.gov.za/industrialdevelopment/ip.jsp>. Bidders should first complete Declaration D. After completing Declaration D, bidders should complete Declaration E and then consolidate the information on Declaration C. **Declaration C should be submitted with the bid documentation at the closing date and time in order to substantiate the declaration made in paragraph (c) of the Local content declaration (REFER TO ANNEXB OF SATS 1286:2011).** Declarations D and E should be kept by the bidders for verification purposes for a period of at least 5 years. The successful bidder is required to continuously update Declarations C, D, and E with the actual values for the duration of the contract.

3. 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**.....

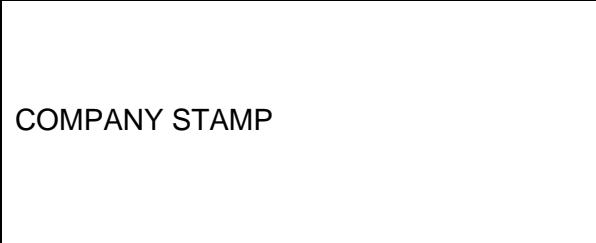
**Authorized Signature**.....

**Name of Representative**.....

**Designation**.....

**Date**.....

**KZNSB NO**.....



# **SPECIFICATION FOR A SERVICE PROVIDER TO COMPILE A BUSINESS STRATEGY PLAN FOR THE COMMERCIALISATION OF THE SHARK REPELLENT CABLE (SRC) PROJECT.**

## **1)Phase 1: Establish the need for partnerships and supply the following:**

- Determine 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.

## **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 can 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 from this technology and program.
17. Presentation pack Including PPT and Business Plan Pitch Deck.
18. Able to supply free email and telephonic support during the project phase duration.
19. The appointed service provider will be expected to attend an initial onsite visit to meet with the SRC Project team and agree upon deliverables and time frames.
20. The appointed service provider is expected to meet with the SRC Project Team when necessary.

### **3) Mandatory requirements to be submitted with the proposal:**

- Proof of registration with the National Treasury Central Supplier Database: NB report to be printed from NT website.
- Provide copies of two International and two South African Business Plans compiled for clients, each to the value of no less than R300,000.00
- Provide three reference letters from previous clients stating that they have supplied Business Plans to the satisfaction of their clients to the value of more than R300,000
- Company to have been operational for a minimum of 10 years. Provide CIPC Registration document.
- Provide a brief Project Scope of Works (Project Plan) outlining what you intend to provide in both phases of the project.