



REQUEST FOR PROPOSAL

BID NUMBER: ECIC08P-2026/27

PANEL OF TRANSACTION ORIGINATION PARTNER FOR FIVE YEARS

CLOSING DATE: 17 NOVEMBER 2026

CLOSING TIME: 11H00 (SAST, OBTAINABLE BY DIALLING TELKOM ON 1026)

Address Byls Bridge Office Park, Building 9, Fourth Floor, 11 Byls Bridge Boulevard, Highveld Extension 73, Centurion, 0157, South Africa
Tel +27 (0)12 471 3800 | **Email** info@ecic.co.za | **Website** www.ecic.co.za

Directors: Ms. DP Ndlovu (Chair), Ms. LR Seroka (CEO), Mr. S Mayekiso, Ms. SK O' Mahony, Mr. BI Mkhize, Ms. PM Mthethwa, Ms. XE Daku; Mr. W van Der Spuy, *Mr. L. Govender, Mr. S Bhanisi | **Company Secretary:** Ms. N Moffatt

Company registration no: 2001/013128/30 | ECIC is a licensed non-life insurer and authorised Financial Services Provider (FSP 30656).
Currently exempted in terms of FAIS Notice 78 of 2019.

*alternate to Mr. W van Der Spuy

YOUR EXPORT RISK PARTNER

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A. INTRODUCTION TO THE REQUEST FOR PROPOSAL (RFP)

1. Introduction

- 1.1 The Export Credit Insurance Corporation of South Africa (SOC) LTD (ECIC or Corporation)¹ is a self-sustained state-owned entity listed under Schedule 3B of the Public Finance Management Act 1 of 1999 (as amended) and established in terms of the Export Credit and Foreign Investments Insurance Act 78 of 1957 (as amended).
- 1.2 The mandate of ECIC is to facilitate and encourage South African export trade by underwriting export credit loans and investments outside the country to enable South African contractors to win goods and services contracts in countries outside South Africa. ECIC is a registered Financial Service Provider and is regulated by the Financial Sector Conduct Authority and Prudential Authority (FSP No: 30656). Currently exempted in terms of FAIS Notice 78 of 2019.

- 1.3 ECIC operates at the following address:

Byls Bridge Office Park
Building 9, Fourth Floor
11 Byls Bridge Boulevard
Highveld Extension 73
Centurion
0157

2. Purpose of the Request for Proposal

- 2.1 The purpose of this Request for Proposal (RFP) is to appoint a diverse, high-quality panel that identifies, shapes and introduces commercially viable opportunities capable of generating South African exports and investment, mobilising finance and entering TEIC's underwriting pipeline for a period of five years, subject to annual performance review.
- 2.2 Bidders can submit their bids as juristic or natural persons.

3. Background

- 3.1 ECIC intends to expand from passive application intake to deliberate market creation aligned to the principle that no viable South African export should fail for lack of insurance or finance. In that way, ECIC will support ²SATIPP 2.0 deployment, commercial-bank mobilisation, regional infrastructure, investment insurance, reinsurance and co-insurance, and an executable SME exporter pipeline. This panel will assist ECIC in:
- 3.1.1 Building a visible, diversified and continuously refreshed pipeline of transactions that fit ECIC's mandate and risk appetite.
- 3.1.2 Identifying opportunities early enough to influence project structure, procurement, financing and South African participation.

¹ Further information on the ECIC can be found at www.ecic.co.za

² South Africa-Africa Trade and Investment Promotion Programme

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- 3.1.3 Matching credible African and other eligible buyers and sponsors with South African exporters, Engineering, Procurement and Construction Contractors (EPC Contractors), service providers, banks, Development Financial Institutions (DFIs) and risk partners.
- 3.1.4 Converting opportunities from lead to ECIC mandate through disciplined pre-screening and transaction preparation.
- 3.1.5 Increasing South African content, export revenues, jobs, black industrialist and Small Medium Enterprise (SME) participation, and regional industrialisation.
- 3.1.6 Crowd in private capital through bankable structures and appropriate ECIC insurance, guarantees or risk-sharing solutions.
- 3.1.7 Generating market intelligence that improves ECIC's sector, country, product and relationship strategies.
- 3.2 ECIC invites suitably qualified entities to tender for appointment to a non-exclusive panel of Deal Origination Partners. The purpose of the panel is to identify, qualify, develop and advance commercially viable transactions that can increase South African exports and investment and may require ECIC political and/or commercial risk insurance, investment insurance, bond support, working-capital support, reinsurance, co-insurance or related risk-sharing solutions.
- 3.3 Appointed partners will be expected to originate opportunities proactively; demonstrate credible access to relevant buyers, sponsors, exporters and funders; prepare decision-useful opportunity packs; facilitate consortium and financing relationships; and support transactions through agreed readiness milestones. Appointment to the panel does not guarantee work, exclusivity, payment or ECIC support for any transaction. ECIC retains sole and absolute discretion over mandate eligibility, underwriting, pricing, due diligence, approvals, contracting and claims decisions.
- 3.4 Respondents may tender for one or more origination categories and must demonstrate transaction-closing capability, sector and country access, a robust integrity framework, transparent conflict management and a commercially competitive milestone-based fee proposal. Any commission will be payable only in accordance with the final contract, after independently verifiable milestones and subject to all governance, procurement, compliance, tax and audit requirements.

B. TERMS OF REFERENCE

4. Scope of work

4.1 ECIC invites suitably qualified entities to tender for appointment to a non-exclusive panel of Deal Origination Partners, on an ad hoc basis. We anticipate the deal originators to cover elements such as Market mapping and origination strategy, Opportunity identification and qualification, Opportunity development and packaging, Consortium building and capital mobilisation, Transaction progression support, and Market intelligence and ecosystem development. The services required will include the following:

- 4.1.1 To provide insurance business opportunities as per the pre-defined underwriting criteria to the ECIC from vetted South African exporters and/or project owner/s.
- 4.1.2 Assisting with obtaining relevant information (for example, but not limited to, application forms, financial statements, POPIA forms, claim forms, etc.) from the exporter(s) and/or project owner(s) in relation to the insurance transaction.
- 4.1.3 Negotiating competitive premiums and terms with exporter(s) or project owner(s).
- 4.1.4 Assisting exporter(s) with application of cover.
- 4.1.5 Negotiate and follow up on policy amendments.
- 4.1.6 Pre-renewal meeting to discuss excess structures and alternatives of renewal.
- 4.1.7 Verify that issued commercial and political risk insurance agreements or policies, including any amendments thereto, are per the agreed insurance cover.
- 4.1.8 Providing expert advice on insurance products and coverage options.
- 4.1.9 Review existing cover, limits and sums insured.
- 4.1.10 Review insured and uninsured risks and exposure.
- 4.1.11 Presentation of renewal terms and recommended options to the exporter/s or project owner(s).
- 4.1.12 Check the accuracy and completeness of the issued policy.
- 4.1.13 Ad hoc adjustments to policy terms and conditions and declarations to the insured.
- 4.1.14 Monitor premium payments and follow up on outstanding premiums in accordance with the accounts and statements.
- 4.1.15 End to end involvement in the claims process (from subsequently overdue, mitigation, indemnification, claims payment and salvage).
- 4.1.16 Assist with recommendations as to appropriate structure, including the scope of insurance coverage in relation to credit and political risk insurance. This will include both medium to long-term business and short-term business.

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- 4.1.17 Assist in the arrangements of meetings between the insured(s) and ECIC.
- 4.1.18 Perform all such other tasks agreed upon under the insurance broker agreement as required by ECIC.
- 4.1.19 Strengthen and promote ECIC's presence in the insurance markets based on an understanding of ECIC's mandate and portfolio composition.

5. Target service provider market

- 5.1 Bidders may apply for one or more categories. Consortiums should be allowed where they add real geographic, sector or transaction capability, but the lead member must remain accountable and all members and subcontractors must be disclosed. These are types of entities that ECIC requires:

Table 1

Entity type	Typical evidence required
Corporate finance and investment-banking boutiques	Closed cross-border/project-finance mandates; senior deal team; bank and sponsor references.
Project developers and infrastructure advisory entities	Development track record; sector specialists; government and sponsor access; feasibility capability.
Private equity, infrastructure and impact funds	Relevant Africa portfolio; investment committee discipline; co-investor and lender network.
Private Equity (PE) deal-sourcing and Mergers and Acquisition (M&A) origination entities	Proprietary sourcing record; ownership access; conversion evidence; conflict controls.
Commercial banks and arrangers	Export/project finance capability; African network; underwriting and syndication record.
DFIs, multilaterals and development advisory platforms	Partnership mandate; active pipeline; co-financing and blended-finance experience.
Engineering, EPC and technical advisory entities	Sector credentials; project-owner access; independence and procurement conflict safeguards.
Export councils, industry associations and chambers	Member reach; export track record; structured referral and qualification process.
Trade and investment promotion agencies and economic diplomacy networks	Formal mandate; in-country access; ability to coordinate without improper influence.
Specialist Africa market-intelligence and country advisory entities	On-the-ground network; verified intelligence methods; country-risk and integrity controls.
SME aggregators, accelerators and supply-chain platforms	Export readiness tools; anchor partnerships; measurable SME conversions.
Commodity traders, OEMs and supply-chain integrators	Buyer contracts; transparent margins; traceable supply chain and end-use.

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Entity type	Typical evidence required
Legal, accounting and transaction advisory entities	Relevant mandates; ring-fenced origination team; strict client consent and conflicts protocol.
Insurance and reinsurance brokers or credit-risk advisers	Applicable licensing; ECA/Political Risk Insurance (PRI) record; insurer and lender network.

6. Conditions of a panel

- 6.1 Only bidders that reach the minimum threshold as set out in the functional evaluation criteria, will be eligible to participate in the Panel on an ad hoc basis.

7. Duration of contract

- 7.1 The panellist to this bid will be appointed to the panel for a period of five years, on an ad hoc basis to render required professional services.
- 7.2 In the event that the appointed bidder is in progress with concluding a matter(s) but the matter(s) is yet to be concluded at the expiry date of the contract, the appointed bidder will be allowed to conclude such matter(s) as if the contract arranged through this RFP is still valid. Such matter(s) will be subject to the terms and conditions of the contract as if it was still valid.
- 7.3 All matter(s) arranged under the contract that is arranged through this RFP will remain valid until they close out, and they will be bound to the contract terms and conditions as if it is still valid.

8. Remuneration

- 8.1 The commissions and/or fees to be earned will be negotiated with ECIC in line with its guidelines.

9. Bid/contract conditions

- 9.1 ECIC will enter into an agreement with the successful bidder to be listed in the panel, which will detail the terms of engagement. The contract will be monitored annually.
- 9.2 The agreement may be terminated by the ECIC if it has reasonable grounds to do so, with not less than 30 days' prior written notice. A termination clause will form part of the agreement and may include events such as unsatisfactory performance, defining events, departure of key personnel, governance and ownership issues and reputational risks.
- 9.3 Minimum opportunity submission standard
- 9.3.1 An opportunity is not a qualified lead unless the originator submits enough evidence for ECIC to decide whether to invest staff time. ECIC will reject incomplete, speculative, duplicated or conflicted submissions without registering fee entitlement.

Table 2

Required field	Minimum content
Opportunity identity	Project or transaction name; country; sector; location; stage; estimated capex and export contract value.

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Required field	Minimum content
Counterparties	Buyer/offtaker; sponsor and beneficial owners; exporter/EPC/OEM; lenders and advisers; named decision-makers and authority.
ECIC relevance	Proposed product; financing or risk gap; indicative cover amount, currency and tenor; reason ECIC is additional.
South African benefit	Named or target South African suppliers; content estimate and methodology; jobs; SME and black industrialist opportunities.
Commercial case	Demand/offtake; procurement route and status; competition; source of repayment; sponsor equity; indicative economics.
Readiness	Feasibility, permits, land, Environment, Social and Governance (ESG), financial model, contracts and funding status; major missing items and realistic timetable.
Risk snapshot	Country, credit, construction, market, currency, integrity, sanctions, procurement and ESG red flags.
Engagement evidence	Written consent or credible evidence of buyer/sponsor/exporter interest and next meeting.
Origination claim	How and when sourced; parties introduced; other intermediaries; existing ECIC contact; requested registration period.
90-day plan	Specific actions, owners and dates to reach an ECIC application or an agreed development milestone.

10. Due diligence/ site inspection

- 10.1 At the ECIC's discretion, a due diligence and/or site inspection may be conducted on the identified bidder (*the due diligence site visit may take place remotely*). ECIC will visit the identified bidders' premises with the objective of verifying information as contained in their bid documents.
- 10.2 Where applicable, the ECIC will issue criteria for the due diligence review or site inspection beforehand to the applicable bidder(s). Should it be discovered during a due diligence visit or site inspection that the information submitted by the identified bidder is inconsistent with what is on their current premises of business, ECIC reserves the right to disqualify such bidder.

11. Bid evaluation

- 11.1 The proposals will be evaluated in phases as highlighted below and detailed in paragraphs 12 to 13 of this document:

11.1.1 Phase One: Compliance

In this evaluation stage, bidders are expected to submit proposals that align with this bid's requirements in all material respects. If the proposal submitted is not in line with the requirements of this bid, the proposal will be considered an unacceptable bid and will be disqualified from further evaluation.

11.1.2 Phase Two: Functional evaluation (desktop evaluation)

In this evaluation phase, bidders are expected to obtain a minimum of 75.00 out of 100 points to proceed to the next stage of the evaluation. Failure to obtain the prescribed minimum points will automatically disqualify the bid offer from proceeding to the next evaluation phase. The ECIC will list to the panel only bidders who have achieved a minimum of 75.00 points under this evaluation criteria and who also satisfy the requirements listed under paragraph 13.

11.1.3 Phase Three: Objective criteria

ECIC will apply objective criteria as detailed in paragraph 13.

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12. Evaluation Phase Two: Functional

- 12.1 The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and will be rated as the factor score over 5 multiplied by the applicable points:
- 12.2 Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 3

EVALUATION CRITERIA	EVALUATION CRITERIA DESCRIPTION	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
		DETAILS/INFORMATION	RATING		
1. Relevant origination and transaction-closing track record	1.1. Bidder has demonstratable origination and transaction-closing track record. Bidder must provide evidence of transactions closed (Number and value of the transactions). (One point per transaction closed).	1.1.1. Bidder did not demonstrate deal origination and transaction-closing track record.	0	50	70
		1.1.2. Bidder has demonstrated deal origination and transaction-closing track record.	1-5		
	1.2. At least three contactable clients or financing counterparties able to validate causal origination contribution. The reference to include comparable cross-border transactions, showing role, value, country, sector, finance raised, SA/export linkage and outcome.	1.2.1. Bidder did not provide any contactable clients or financing counterparties able to validate causal origination contribution.	0	20	
		1.2.2. Bidder provided comparable cross-border transactions, showing role, value, country, sector, finance raised, SA/export linkage and outcome, including contactable clients or financing counterparties able to validate causal origination contribution. The reference to include comparable cross-border transactions, showing role, value, country, sector, finance raised, SA/export linkage and outcome.	1-5		

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EVALUATION CRITERIA	EVALUATION CRITERIA DESCRIPTION	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
		DETAILS/INFORMATION	RATING		
		1.2.3. Bidder has demonstrated POPIA (GDPR) aligned information handling, cyber controls, data-room approach and confidentiality.	1-5		
2. Transformation and SME/export ecosystem contribution	2.1. B-BBEE contribution, black-owned and women-owned participation, SME development and meaningful skills transfer. Bidders must provide copy of the B-BBEE Contributor Status Level (i.e. BEE Certificate or BEE Sworn Affidavit). Where a bidder does not have proof of B-BBEE Contributor Status Level, the bidder must provide proof of transformation plan.	2.1.1. Bidder did not provide any proof as required in paragraph 3.1.	0		30
		2.1.2. Bidder B-BBEE Contributor Status is Level 4 upwards with a meaningful transformation plan. Points will be allocated as follows: Level 4 with meaningful transformation plan: 3 points Level 5-6 with meaningful transformation plan: 2 points Level 7 to non-compliant with meaningful transformation plan: 1 point.	1-3		
		2.1.3. Bidder B-BBEE Contributor Status is Level 3.	4		
		2.1.4. Bidder B-BBEE Contributor Status is at least Level 2.	5		
Total					100

12.2.1 Total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

12.2.2 All bidders who achieve a minimum of 75.00 points under this evaluation criteria and fulfil the requirements as detailed in paragraph 12 will be listed in the panel under the area of work evaluated.

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13. Phase Three: Objective criteria

- 13.1 In this evaluation stage, ECIC will check if the bidder has a person who meet the following criteria in awarding the bid:
- 13.1.1 The bidder has a significant shareholder or owner (or equivalent) (directly or indirectly) who is classified or can be classified as a Prominent Influential Person (PIP) in accordance with the Financial Intelligence Centre Act, 38 of 2001 (FICA).
 - 13.1.2 The bidder has a shareholder or member or owner or director (or equivalent) who has questionable integrity status.
 - 13.1.3 The bidder has a director or equivalent who is classified or can be classified as a PIP in accordance with FICA.

14. Instructions to respondents

14.1 Correspondence

- 14.1.1 No telephonic or any other form of communication with any other ECIC member of staff other than the named individual below relating to this RFP will be permitted. All enquiries must be in writing only.
- 14.1.2 All questions relating to the contents of the tender (conditions, rules, terms of reference, etc.) must be forwarded in writing via email to procurement@ecic.co.za by not later than 03 November 2026 Questions received after this date will not be entertained.
- 14.1.3 All questions must reference specific paragraph numbers, where applicable.
- 14.1.4 All enquiries (received on or before the closing date for enquiries) will be consolidated, and ECIC will publish one response document on the ECIC website (www.ecic.co.za) and the National Treasury eTender Portal (under the area where the current bid documents are published) within three working days after the date indicated in paragraph 14.1.2, on or before 06 November 2026.
- 14.1.5 No requests for information shall be made to any other person or place and, in particular, not to the existing provider of this service.

14.2 Submission of the proposals

- 14.2.1 Bid documents must be clearly marked for ease of reference.
- 14.2.2 Bid documents must be submitted on PDF format on/or before the closing date and time to the following email address:
procurement@ecic.co.za
- 14.2.3 The following email submission procedures or protocols must be adhered to ensure safe and secure submission of the tender documents and supporting documents:

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14.2.3.1 The tender document, including the supporting or returnable documents, should be submitted via email in PDF format.

14.2.3.2 If the PDF tender document, including the supporting or returnable documents, is less than 20 Megabytes (MB), it should be submitted as one document. If the electronic bid document is more than 20MB, the electronic tender document should be split in order to adhere to the 20MB email capacity.

14.2.3.3 Bidders are also encouraged to submit a USB detailing their tender proposals.

14.2.4 Only if bidders are experiencing challenges with emailing documents, tenders can be delivered at the ECIC Offices on/or before the closing date and time at :

11 Byls Bridge Boulevard
Building 9, Fourth Floor
Highveld Extension 73
Centurion
0157

14.2.5 **Notwithstanding the method of submission, any bid received after the closing date and time will not be accepted.**

14.2.6 All bids and all subsequent information received from respondents will not be returned. The proposals should be addressed to the Head of Procurement of ECIC.

15. Timeline of the bid process

15.1 The period of validity of the tender and the withdrawal of offers, after the closing date and time, is 180 days, expiring on Sunday, 16 May 2027. If there is a need to extend the bid validity period, ECIC will request, in writing, permission to extend the validity period from all bidders before the expiry of the current validity period.

15.2 After the due date for response from bidders on the request to extend the validity period, ECIC will assume that all bidders have agreed to the request to extend and continue evaluating all bids received at the closing date and time as received on the closing date and time. Any award will be on the quoted bid amount as indicated in the proposal as at the closing date and time of the bid. If a bidder does not agree to extend the validity period on the original terms (as at the closing date of the bid), ECIC will stop evaluating the proposal received from such bidder.

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15.3 The project timeframes of this bid are set out below:

Table 4

STAGE	DESCRIPTION OF STAGE	ESTIMATED COMPLETION DATE (OR WORK WEEK ENDING)
1.	Advertisement of bid on Government e-tender portal / ECIC Website	Friday, 23 October 2026
2.	Questions relating to bid from bidder(s)	Tuesday, 03 November 2026
3.	Response to Questions received the from bidder(s)	Friday, 06 November 2026
4.	Bid closing	Tuesday, 17 November 2026
5.	Compliance	Friday, 20 November 2026
6.	Functional Evaluation	Friday, 27 November 2026
7.	Bid Adjudication	Friday, 04 December 2026

15.4 All dates and times in this bid are in South African Standard Time.

15.5 Any time or date in this bid is subject to change at the discretion of ECIC. The establishment of a time or date in this bid does not create an obligation on the part of ECIC to take any action or create any right in any way for any bidder to demand that any action be taken on the date established. The bidder accepts that, if ECIC extends the deadline for bid submission (the Closing Date) for any reason, the requirements of this bid otherwise apply equally to the extended deadline.

15.6 ECIC will notify all bidders of the outcome of the bid within 30 days from the date of acceptance of bid by the identified bidder.

16. Bid rules

16.1 Awarding a bid

16.1.1 ECIC will not award a bid to a bidder:

16.1.1.1 Who is or the bidder's director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder are restricted to conduct business with the State.

16.1.1.2 Who is in the employ of the State or has a director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder who is in the employ of the State as contemplated in the Public Administration Management Act, 11 of 2014 and is prohibited from conducting business with the State in terms of section of PAMA.

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- 16.1.1.3 Who is in the service of the State or has a director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder and has not declared their business interest as required in the applicable SBD4 form.
- 16.1.1.4 Has been found to have transgressed Prevention and Combating of Corrupt Activities Act, 12 of 2004 (as amended).
- 16.1.1.5 Has been found to have transgressed or is transgressing the Competition Act, 89 of 1998 (as amended).
- 16.1.2 ECIC shall not award a bid or contract or order to a bidder whose tax affairs are not compliant, except to foreign bidders with no tax obligations in South Africa.
- 16.1.3 For a bidder or the bidder's director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder who have declared their business interest as required in the applicable SBD4 form, ECIC will not award a bid to a bidder who has declared their interest and:
 - 16.1.3.1 Is prohibited from conducting business with the State; or
 - 16.1.3.2 Does not have permission to conduct remunerative work outside their employment.
- 16.1.4 ECIC will verify with the relevant Organ of State to determine if paragraphs 16.1.3.1 and 16.1.3.2 are not applicable.
- 16.1.5 ECIC will assume that the person contemplated in paragraph 16.1.3 is prohibited from conducting business with the State or the person does not have permission to conduct remunerative work outside their employment if it does not receive any response within 14 days from such verification request to an Organ of State or any date ECIC may deem necessary.
- 16.2 **Documents/information required as a condition of award**
 - 16.2.1 Proof of registration valid registration on the National Treasury Central Supplier Database (CSD).
 - 16.2.2 Completed and signed Standard Bidding Forms as follows:

Table 5

Details	Form No.
Invitation to bid (all bidders must ensure that this Form is duly completed and signed)	SBD 1
Declaration of Interest	SBD 4

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16.3 ECIC's rights

16.3.1 ECIC reserves the right to:

- 16.3.1.1 Amend any bid conditions, bid validity period, bid specifications, or extend the bid closing date, all before the bid closing date. Such amendments will be posted on the ECIC's website under the relevant tender information. All prospective bidders must therefore ensure that they visit the website of ECIC (www.ecic.co.za) regularly before they submit their bid response to ensure that they are kept updated on any amendments in this regard.
- 16.3.1.2 Cancel or withdraw this bid at any time, as a whole or in part without reasons and without attracting any liability.
- 16.3.1.3 Award this bid to more than one bidder.
- 16.3.1.4 Negotiate with all or some of the shortlisted bidders.
- 16.3.1.5 Not accept the lowest priced bid or award the bid to a bidder other than the highest scoring bidder.
- 16.3.1.6 Conduct site visits at bidder's offices and / or at client sites if so required.
- 16.3.1.7 Request any relevant information and/ or documents to verify or clarify information supplied in the bid response in relation, but not limited, to the structure of the bidding entity, bidder's capacity, proposed solution, proposed timelines etc.

16.4 Confidentiality

- 16.4.1 Any information relating to the submissions, through the process or otherwise shall be treated in strict confidence. In submitting a response, a Service provider agrees that it shall not be entitled to any information disclosed by another respondent to ECIC, which ECIC has determined to be of a confidential nature. The content and details of the evaluation of submissions will remain confidential to ECIC.

16.5 Other matters

- 16.5.1 If the ECIC does not accept any proposal, it will declare this bid process closed and may then elect to:
 - 16.5.1.1 Proceed on a completely different basis; and/or
 - 16.5.1.2 Not to appoint any respondent (in the event it deems all or any of the proposals not appropriate).
- 16.5.2 The ECIC reserves the right to engage in any processes required to validate all claims made in the proposal.

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16.5.3 The ECIC has the right to enter into negotiation with a prospective Service provider regarding any terms and conditions, including fees, of a proposed contract.

16.5.4 Bidders are allowed to submit joint proposals to allow different companies/entities to undertake different components of the work under one single proposal. In such event however, each bidder is required to provide a B-BBEE certificate.

16.6 **Disclaimer**

16.6.1 The ECIC has produced this bid in good faith. However, the ECIC, its agents and its employees and associates, do not warrant its accuracy or completeness. The ECIC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) for any incorrect or misleading information contained in this bid due to any misinterpretation of this bid.

16.6.2 This bid is a request for proposals only and not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the ECIC and the bidder.

16.7 **Terms of engagement**

16.7.1 The ECIC's engagement of the service provider will be documented in a contract between the ECIC and the appointed bidder.

16.7.2 Service providers on the panel are not guaranteed any specific work assignments during the tenure of this contract – work will be allocated on a competitive basis (RFQ) against the appointed panel members.

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ANNEXURES

Annexure A: Protection of personal information

1. ECIC recognises that when the Bidder submits its proposal in response to this bid, it will provide personal information, which ECIC will process for the sole purpose of evaluating the Bidder's proposal. By submitting its proposal in responding to this Request for Quotations, the Bidder hereby provide its consent to the processing of its Personal Information by ECIC.
2. The following terms shall have the meaning ascribed to them:
 - 2.1. **"Personal Information"** shall bear the same meaning as ascribed to it under POPI;
 - 2.2. **"POPI"** means Protection of Personal Information Act, No. 4 of 2013;
 - 2.3. **"Responsible Party"** shall bear the same meaning as ascribed to it under POPI; and
 - 2.4. **"bid"** means this Request for Quotations.
3. ECIC as the Responsible Party, undertakes to:
 - 3.1. comply with the provisions of POPI as well as all applicable legislation as amended or substituted from time to time;
 - 3.2. treat all Personal Information strictly as defined within the parameters of POPI;
 - 3.3. process Personal Information only in accordance with the consent it was obtained for, for the purpose agreed, as permitted by law;
 - 3.4. secure the integrity and confidentiality of any Personal Information in its possession or under its control by taking appropriate, reasonable technical and organisational measures to prevent loss, damage, unauthorised destruction, access, use, disclosure or any other unlawful processing of Personal Information;
 - 3.5. not transfer any Personal Information to any third party in a foreign country unless such transfer complies with the relevant provisions of POPI regarding trans-border information flows; and
 - 3.6. not retain any Personal Information for longer than is necessary for achieving the purpose in terms of a bid or in fulfilment of any other lawful requirement.
4. ECIC will ensure that all reasonable measures are taken to:
 - 4.1. identify reasonably foreseeable internal and external risks to the Personal Information in its possession or under its control;
 - 4.2. establish and maintain appropriate security safeguards against the identified risks;

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- 4.3. regularly verify that the security safeguards are effectively implemented;
 - 4.4. ensure that the security safeguards are continually updated in response to new risks or deficiencies in previously implemented safeguards;
 - 4.5. provide immediate notification to the Bidder if a breach in information security or any other applicable security safeguard occurs; provide immediate notification to the Bidder where there are reasonable grounds to believe that the Personal Information has been accessed or acquired by any unauthorised person;
 - 4.6. remedy any breach of a security safeguard in the shortest reasonable time and provide the Bidder with the details of the breach and, if applicable, the reasonable measures implemented to address the security safeguard breach;
 - 4.7. provide immediate notification to the Bidder where the Bidder has, or reasonably suspects that, Personal Information has been processed outside of the purpose agreed to or consented to;
 - 4.8. provide the Bidder, upon request, with all information of any nature whatsoever relating to the processing of the Personal Information for the purpose of the bid and any applicable law; and
 - 4.9. notify the Bidder, if lawful, of receipt of any request for access to Personal Information, in its possession and relating to the Bidder.
5. The Bidder has the right to inspect the Personal Information processing operations, as well as the technical and organisational information security measures employed by the ECIC to ensure compliance with the provisions of this Annexure.

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APPLICABLE STANDARD BIDDING DOCUMENTS

SBD 1

PART A INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE EXPORT CREDIT INSURANCE CORPORATION OF SOUTH AFRICA					
BID NUMBER:	ECIC08P-2026/27	CLOSING DATE:	17 NOVEMBER 2026	CLOSING TIME:	11:00
DESCRIPTION	PANEL OF TRANSACTION ORIGINATION PARTNER FOR FIVE YEARS				
BID RESPONSE DOCUMENTS MUST BE SENT TO THE FOLLOWING EMAIL ADDRESS:					
Preferably via email: procurement@ecic.co.za					
BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO			TECHNICAL ENQUIRIES MAY BE DIRECTED TO:		
CONTACT PERSON	Lulama Makwela		CONTACT PERSON	Lulama Makwela	
E-MAIL ADDRESS	procurement@ecic.co.za		E-MAIL ADDRESS	procurement@ecic.co.za	
SUPPLIER INFORMATION					
NAME OF BIDDER					
POSTAL ADDRESS					
STREET ADDRESS					
TELEPHONE NUMBER	CODE		NUMBER		
CELL PHONE NUMBER					
FACSIMILE NUMBER	CODE		NUMBER		
E-MAIL ADDRESS					
VAT REGISTRATION NUMBER					
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		OR	CENTRAL SUPPLIER DATABASE No:	MAAA
ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES OFFERED?	☐ Yes ☐ No [IF YES ENCLOSE PROOF]	ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES OFFERED?		☐ Yes ☐ No [IF YES, ANSWER THE QUESTIONNAIRE BELOW]	
QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS					
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?				☐ YES	☐ NO
DOES THE ENTITY HAVE A BRANCH IN THE RSA?				☐ YES	☐ NO
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?				☐ YES	☐ NO
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?				☐ YES	☐ NO
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?				☐ YES	☐ NO
IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 BELOW.					

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PART B
TERMS AND CONDITIONS FOR BIDDING

1. BID SUBMISSION:
1.1. BIDS MUST BE DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.
1.2. ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED- (NOT TO BE RE-TYPED) OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.
1.3. THIS BID IS SUBJECT TO THE ~~PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS~~ , THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.
1.4. ~~THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7).~~
2. TAX COMPLIANCE REQUIREMENTS
2.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
2.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
2.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
2.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
2.6 WHERE NO TCS PIN IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
2.7 NO BIDS WILL BE CONSIDERED FROM PERSONS IN THE SERVICE OF THE STATE, COMPANIES WITH DIRECTORS WHO ARE PERSONS IN THE SERVICE OF THE STATE, OR CLOSE CORPORATIONS WITH MEMBERS PERSONS IN THE SERVICE OF THE STATE."

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.

SIGNATURE OF BIDDER:

CAPACITY UNDER WHICH THIS BID IS SIGNED:
(Proof of authority must be submitted e.g., company resolution)

DATE:

BIDDER'S DISCLOSURE

1. PURPOSE OF THE FORM

- 1.1. Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.
- 1.2. Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. BIDDER'S DECLARATION

2.1.	Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest ³ in the enterprise, employed by the state?	YES/NO
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- 2.1.1. If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

³ the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

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2.2.	Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?	YES/NO
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2.2.1. If so, furnish particulars:

Full Name (Name of person employed by Export Credit Corporation of South Africa (SOC) Ltd, the procuring institution)	Relationship

2.3.	Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?	YES/NO
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2.3.1. If so, furnish particulars:

Name of Related Enterprise	Registration (ID) Number

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3. DECLARATION

I, the undersigned, in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

- 3.1. I have read and I understand the contents of this disclosure.
- 3.2. I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect.
- 3.3. The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium⁴ will not be construed as collusive bidding.
- 3.4. In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.5. The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.6. There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.7. I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

⁴ Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

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I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

Name of declarer			
Position/Title of declarer			
Name of bidder			
Signature of declarer		Date of signature	

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Checklist

Hereunder is a checklist to ensure that the bid document is complete in terms of administrative compliance. Please ensure that the following forms have been completed and signed and that all documents, as requested, are attached to the tender document.

ITEM	DOCUMENT REFERENCE		ACTION TO BE TAKEN	YES/ NO
1.	SBD 1	Invitation to Bid	Is the form duly completed and signed?	
2.	SBD 4	Declaration of Interest	Is the form duly completed and signed?	
3.	CSD Report or MAAA Number			
4.	Tender submission (if the bidder is submitting physical information/ documents)		Two (2) printed copies (one original and one copy) submitted? (if submitting physical copies)	
			One (1) electronic copy submitted?	

I, the undersigned (name) certify that the information furnished on this checklist is true and correct.

Position/Title of declarer			
Name of bidder			
Signature of declarer		Date of signature	