

**PART A  
INVITATION TO BID**

**YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE (NAME OF DEPARTMENT/ PUBLIC ENTITY)**

|             |                                                                                                                                                                                                                                                 |               |                  |               |       |
|-------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------|---------------|-------|
| BID NUMBER: | 1224105                                                                                                                                                                                                                                         | CLOSING DATE: | 05 NOVEMBER 2026 | CLOSING TIME: | 11H00 |
| DESCRIPTION | <b>APPOINTMENT OF A SERVICE PROVIDER TO DEVELOP THE INNOVATION BASELINE STUDY AND FEASIBILITY STUDY FOR REGIONAL INNOVATION NETWORK, FACILITATED BY LIMPOPO CONNEXION SOC (LTD), A SUBSIDIARY OF LIMPOPO ECONOMIC DEVELOPMENT AGENCY (LEDA)</b> |               |                  |               |       |

**BID RESPONSE DOCUMENTS MAY BE EMAILED TO**

**mulalo.mahode@lieda.co.za**

| <b>BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO</b> |                                                                          | <b>TECHNICAL ENQUIRIES MAY BE DIRECTED TO:</b> |                                                          |
|-------------------------------------------------------|--------------------------------------------------------------------------|------------------------------------------------|----------------------------------------------------------|
| CONTACT PERSON                                        | Mulalo Mahodde                                                           | CONTACT PERSON                                 | Komosasa Mokaba                                          |
| TELEPHONE NUMBER                                      | 079 501 7950                                                             | TELEPHONE NUMBER                               | 074 426 0000                                             |
| FACSIMILE NUMBER                                      |                                                                          | FACSIMILE NUMBER                               |                                                          |
| E-MAIL ADDRESS                                        | <a href="mailto:Mulalo.Mahode@lieda.co.za">Mulalo.Mahode@lieda.co.za</a> | E-MAIL ADDRESS                                 | <a href="mailto:mokabak@lcx.co.za">mokabak@lcx.co.za</a> |

**SUPPLIER INFORMATION**

|                            |                            |  |        |                               |      |
|----------------------------|----------------------------|--|--------|-------------------------------|------|
| NAME OF BIDDER             |                            |  |        |                               |      |
| POSTAL ADDRESS             |                            |  |        |                               |      |
| STREET ADDRESS             |                            |  |        |                               |      |
| TELEPHONE NUMBER           | CODE                       |  | NUMBER |                               |      |
| CELLPHONE NUMBER           |                            |  |        |                               |      |
| FACSIMILE NUMBER           | CODE                       |  | NUMBER |                               |      |
| E-MAIL ADDRESS             |                            |  |        |                               |      |
| VAT REGISTRATION NUMBER    |                            |  |        |                               |      |
| SUPPLIER COMPLIANCE STATUS | TAX COMPLIANCE SYSTEM PIN: |  | OR     | CENTRAL SUPPLIER DATABASE No: | MAAA |

**QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS**

|                                                                                                                                                                                                                            |                                                          |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?                                                                                                                                                            | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| DOES THE ENTITY HAVE A BRANCH IN THE RSA?                                                                                                                                                                                  | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?                                                                                                                                                                 | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?                                                                                                                                                                      | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?                                                                                                                                                                  | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| <b>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.</b> |                                                          |

## 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, 2022, 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](http://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 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:

.....



|       |       |       |        |
|-------|-------|-------|--------|
| ..... | ..... | ..... | R..... |
| ..... | ..... | ..... | R..... |
| ..... | ..... | ..... | R..... |

TOTAL: R.....

\*\* "all applicable taxes" includes value- added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies.

- 5.2 Other expenses, for example accommodation (specify, eg. Three star hotel, bed and breakfast, telephone cost, reproduction cost, etc.). On basis of these particulars, certified invoices will be checked for correctness. Proof of the expenses must accompany invoices.

| DESCRIPTION OF EXPENSE TO BE INCURRED | RATE  | QUANTITY | AMOUNT |
|---------------------------------------|-------|----------|--------|
| .....                                 | ..... | .....    | R..... |
| .....                                 | ..... | .....    | R..... |
| .....                                 | ..... | .....    | R..... |
| .....                                 | ..... | .....    | R..... |

TOTAL: R.....

6. Period required for commencement with project after acceptance of bid .....
7. Estimated man-days for completion of project .....
8. Are the rates quoted firm for the full period of contract? \*YES/NO
9. If not firm for the full period, provide details of the basis on which adjustments will be applied for, for example consumer price index. ....

.....

.....

**\*[DELETE IF NOT APPLICABLE]**

Any enquiries regarding bidding procedures may be directed to the –

Name :.....

Address :.....

Tel :.....

Or for technical information –

Name :.....

Address :.....

Tel :.....

## **BIDDER'S DISCLOSURE**

### **1. PURPOSE OF THE FORM**

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.

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<sup>1</sup> in the enterprise, employed by the state? **YES/NO**

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.

| 2.2. | Full Name | Identity Number | Name of State institution |
|------|-----------|-----------------|---------------------------|
|      |           |                 |                           |
|      |           |                 |                           |
|      |           |                 |                           |
|      |           |                 |                           |
|      |           |                 |                           |
|      |           |                 |                           |
|      |           |                 |                           |
|      |           |                 |                           |
|      |           |                 |                           |

Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? **YES/NO**

2.2.1 If so, furnish particulars:

.....  
.....

<sup>1</sup> 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.

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**

2.3.1 If so, furnish particulars:

.....  
.....

### 3 DECLARATION

I, the undersigned, (name)..... 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 consortium<sup>2</sup> 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.
- 3.4 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.
- 3.5 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.
- 3.6 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

<sup>2</sup> 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.

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.

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.

|           |       |
|-----------|-------|
| .....     | ..... |
| Signature | Date  |

|          |                |
|----------|----------------|
| .....    | .....          |
| Position | Name of bidder |

## SBD 6.1

### PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022

This preference form must form part of all tenders invited. It contains general information and serves as a claim form for preference points for specific goals.

**NB: BEFORE COMPLETING THIS FORM, TENDERERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022**

#### 1. GENERAL CONDITIONS

1.1 The following preference point systems are applicable to invitations to tender:

- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

#### 1.2 To be completed by the organ of state

*(delete whichever is not applicable for this tender).*

- a) The applicable preference point system for this tender is the 80/20 preference point system.
- b) 80/20 preference point system will be applicable in this tender. The lowest/ highest acceptable tender will be used to determine the accurate system once tenders are received.

1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:

- (a) Price; and
- (b) Specific Goals.

#### 1.4 To be completed by the organ of state:

The maximum points for this tender are allocated as follows:

|                                                  | POINTS     |
|--------------------------------------------------|------------|
| PRICE                                            | 80         |
| SPECIFIC GOALS                                   | 20         |
| <b>Total points for Price and SPECIFIC GOALS</b> | <b>100</b> |

1.5 Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim points for specific goals with the tender, will be interpreted to mean that preference points for specific goals are not claimed.

1.6 The organ of state reserves the right to require of a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the organ of state.

#### 2. DEFINITIONS

- (a) **“tender”** means a written offer in the form determined by an organ of state in response to an invitation to provide

goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;

- (b) **“price”** means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;
- (c) **“rand value”** means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;
- (d) **“tender for income-generating contracts”** means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and
- (e) **“the Act”** means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

### 3. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

#### 3.1. POINTS AWARDED FOR PRICE

##### 3.1.1 THE 80/20 PREFERENCE POINT SYSTEMS

A maximum of 80 points is allocated for price on the following basis:

**80/20**

$$Ps = 80 \left( 1 - \frac{Pt - P_{min}}{P_{min}} \right)$$

Where

Ps = Points scored for price of tender under consideration  
 Pt = Price of tender under consideration  
 Pmin = Price of lowest acceptable tender

#### 3.2. FORMULAE FOR DISPOSAL OR LEASING OF STATE ASSETS AND INCOME GENERATING PROCUREMENT

##### 3.2.1. POINTS AWARDED FOR PRICE

A maximum of 80 or 90 points is allocated for price on the following basis:

**80/20**

**or**

**90/10**

$$Ps = 80 \left( 1 + \frac{Pt - P_{max}}{P_{max}} \right)$$

or

$$Ps = 90 \left( 1 + \frac{Pt - P_{max}}{P_{max}} \right)$$

Where

Ps = Points scored for price of tender under consideration  
 Pt = Price of tender under consideration  
 Pmax = Price of highest acceptable tender

#### 4. POINTS AWARDED FOR SPECIFIC GOALS

- 4.1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:
- 4.2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—
- (a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system: or
  - (b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,
- then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system.

**Table 1: Specific goals for the tender and points claimed are indicated per the table below.**

*(Note to organs of state: Where either the 90/10 or 80/20 preference point system is applicable, corresponding points must also be indicated as such.)*

*Note to tenderers: The tenderer must indicate how they claim points for each preference point system.)*

| The specific goals allocated points in terms of this tender | Number of points allocated<br>(80/20 system)<br>(To be completed by the organ of state) | Number of points claimed<br>(80/20 system)<br>(To be completed by the tenderer) | Means of verification                                                |
|-------------------------------------------------------------|-----------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|----------------------------------------------------------------------|
| Black people ownership equity                               | 5                                                                                       |                                                                                 | Central Supplier Database (CSD) and company registration Certificate |
| Women equity                                                | 3                                                                                       |                                                                                 | Central Supplier Database (CSD) and company registration Certificate |
| Youth equity                                                | 2                                                                                       |                                                                                 | Central Supplier Database (CSD) and company registration Certificate |
| Disability                                                  | 2                                                                                       |                                                                                 | Medical certificate or equivalent                                    |
| Promotion of small businesses                               | 3                                                                                       |                                                                                 | Staff complement and annual turnover                                 |
| Enterprises located within Limpopo                          | 3                                                                                       |                                                                                 | Proof of address in the name of the company                          |
| Military Veterans (MVA)                                     | 2                                                                                       |                                                                                 | MVA force number                                                     |
| <b>Total</b>                                                | <b>20</b>                                                                               |                                                                                 |                                                                      |

## 5. DECLARATION WITH REGARD TO COMPANY/FIRM

5.1. Name of company/firm.....

5.2. Company registration number: .....

5.3. TYPE OF COMPANY/ FIRM

- ☐ Partnership/Joint Venture / Consortium
  - ☐ One-person business/sole propriety
  - ☐ Close corporation
  - ☐ Public Company
  - ☐ Personal Liability Company
  - ☐ (Pty) Limited
  - ☐ Non-Profit Company
  - ☐ State Owned Company
- [TICK APPLICABLE BOX]

5.4. I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/ firm for the preference(s) shown and I acknowledge that:

- i) The information furnished is true and correct;
- ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
- iii) In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;
- iv) If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have –
  - (a) disqualify the person from the tendering process;
  - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
  - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation.
  - (d) recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and
  - (e) forward the matter for criminal prosecution, if deemed necessary.

|                          |                                             |
|--------------------------|---------------------------------------------|
|                          | .....<br><b>SIGNATURE(S) OF TENDERER(S)</b> |
| <b>SURNAME AND NAME:</b> | .....                                       |
| <b>DATE:</b>             | .....                                       |
| <b>ADDRESS:</b>          | .....                                       |
|                          | .....                                       |
|                          | .....                                       |

## **TERMS OF REFERENCE FOR**

# **APPOINTMENT OF A SERVICE PROVIDER DEVELOP THE INNOVATION BASELINE STUDY AND FEASIBILITY STUDY FOR REGIONAL INNOVATION NETWORK, FACILITATED BY LIMPOPO CONNEXION SOC (LTD), A SUBSIDIARY OF LIMPOPO ECONOMIC DEVELOPMENT AGENCY (LEDA)**

**REQUEST FOR QUOTATIONS (RFQ) : 1224105**

**CLOSING DATE : 05 NOVEMBER 2026**

**CLOSING TIME : 11H00**

**VALIDITY PERIOD : 60 DAYS**

## APPOINTMENT OF A SERVICE PROVIDER DEVELOP THE INNOVATION BASELINE STUDY AND FEASIBILITY STUDY FOR THE REGIONAL INNOVATION NETWORK

### 1. INTRODUCTION

Limpopo Connexion SOC (Ltd), a subsidiary of the Limpopo Economic Development Agency (LEDA) was established by the Limpopo Province on the 1<sup>st</sup> of April 2016. The mandate of Limpopo Connexion is to “develop ICT as a sector, improve delivery of services to citizens, enhance the provincial economy with the use of information and communication technologies and create much needed job opportunities.

Limpopo Connexion will fulfil its mandate by implementing broadband and science and technology park programs and provide ICT services including but not limited to broadband services, software and applications services, ICT skills and incubation services, programme and project management services, research development and innovation services. Most of these initiatives will be provided through partnerships and collaboration. These services will be accessible to public and private institutions including civil society at large.

### 2. OBJECTIVES

Limpopo Connexion intends to appoint a Service Provider (SP) to develop the Innovation Baseline Study for Regional Innovation Network.

**The main objective of an Innovation Baseline study** is to assess and analyze the Regional Innovation Systems (RIS) within Limpopo, with respect to its effectiveness and readiness to enable technology and innovation. The output of the baseline studies must be such that they could lead to practical outcomes and must be comprehensive enough to:

- Provide an understanding of the socio-economic profile of the region, particularly with respect to skills levels, capacity and capability to innovate and make use of interventions to support innovation in the region.
- Recommend how the regional/local innovation systems could be developed and strengthened.
- Inform the development of regional/local innovation support strategies/plans.
- Guide and inform programmes and initiatives to strengthen regional innovation.
- Inform regional plans/strategies to promote innovation-based enterprise development, industrialisation and sector support.
- To guide inclusive growth and transformation (participation of civil society and underserved areas in innovation) in the regions.

The Innovation Baseline Study will be conducted in accordance with the following Indicators:

### **1. Science, Technology and Innovation (STI) institutional landscape**

- The status of the STI institutional landscape - mapping and analysis of existing regional STI institutions and programmes (e.g. academia, research institutions, product development centres, digital skills centres, technology-based incubators etc.). This entails their current spatial location and respective roles in promoting socio-economic development through STI.
- The status of key competencies/expertise of regional/local STI institutions that are aligned with regional economic sectors (e.g. their research centres, technology incubators, skills development centres etc.) and innovation opportunities.
- Accessibility of these regional and national STI institutions/programmes and incentives support by local communities, industries, SMMEs, inventors and innovators.
- The role (including support mechanisms) that regionally/locally based STI institutions play in supporting regional/local innovation, industrialisation and technology-based entrepreneurship.

### **2. Industrialisation and Technology-based entrepreneurship**

- The extent of beneficiation/value-addition through innovation by local/regional industries (do these industries/sectors utilise innovation to be competitive?).
- The degree of technology and innovation adoption by regional sectors (including SMMEs).
- The extent of linkages between regional/local industries and local and national STI institutions (this could be demonstrated through collaborations/partnerships on STI projects and initiatives).
- Challenges and recommended interventions to promote and support technology-based industrialisation and enterprise development.

### **3. Inclusivity and transformation**

- Analysis of the demography of the region as it relates to a regional socio-economic profile, including education level (including Science, Engineering, Technology and Digital skills), levels, unemployment (including youth unemployment).
- Community involvement/participation in innovation programme/initiatives, technology-based entrepreneurship and related activities (e.g. through regional/local innovation support programmes or interventions from government, private business and non-government entities etc.).

### **4. Government (national, provincial and local government) enabling environment**

- Assessment of government policies and strategies (such as the NDP, Bio-economy strategy, IPAP, NGP, STI funding, etc.) to support innovation in South Africa.
- State of regulatory environment, RDI enabling frameworks or instruments and institutional arrangement.

- Accessibility of national government programmes and incentives support by regional/local communities, industries, SMMEs, inventors and innovators.
- Assessment of provincial and local government mechanisms and interventions to support regional innovation. This includes enabling policies and strategies, innovation funding and other innovation-enabling mechanisms (e.g. science parks, technology incubators, incentives, innovation funding etc.).
- Policy and strategy alignment - alignment of provincial and local strategy/plans with national STI related policies. This should include policies aimed at promoting industrialisation, technology SMMEs development and positioning the regions/provinces for the fourth industrial revolution.
- The effectiveness of provincial/local government mechanisms and interventions in creating enabling environment to harness innovation for regional socio-economic development.

## **5. Linkages, collaborations and partnerships**

- Mapping of potential role players, stakeholders and strategic local and international partners.
- The extent of linkages, collaborations and partnerships between STI institutions (including institutions outside the region/province), provincial/local government, civil society and local/regional industries (including SMMEs, inventors and innovators).
- Existing and/or planned RDI initiatives.
- Challenges and recommendations to facilitate increased linkages, collaborations and partnerships. This should include the role government, academia and private business should play to facilitate participation of regional/local communities, inventors and innovators in technology and innovation.

## **6. Political, Economic, Social, and Technological (PEST) analysis** covering all key Areas above:

- STI institutional landscape
- Government enabling environment
- Industrialisation and technology-based entrepreneurship
- Inclusivity and transformation
- Linkages, collaborations and partnerships
- Other key Areas (if applicable)

## **3. SCOPE OF SERVICES**

**During this assignment, the service provider must work closely with the management of Limpopo Connexion SOC Limited**

LCX seeks to identify and appoint service provider to develop the Innovation Baseline Study and Feasibility Study for the Limpopo province.

### 3.1. PROJECT DELIVERABLES

The indicative deliverables are detailed below. Service Providers are required to cost each deliverable and its related estimated timeframe as indicated on the tables below:

#### Phase 1: Innovation Baseline Study

| No. | Activities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Deliverable                                                                                                                                |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|
| 1.  | Project mobilization<br>Stakeholder engagement<br>Methodology development                                                                                                                                                                                                                                                                                                                                                                                                                               | Approved Project Charter.<br>Stakeholder engagement plan.<br>Feasibility Study Plan (innovation framework, scope, methodology, governance) |
| 2.  | Demographic and socio-economic data collection<br>Skills audit (SET, Digital, Engineering skills levels)<br>Youth unemployment and labour market analysis<br>Assessment of the possible impact of the decentralized nature of the development on low-income workers<br>Quantify the public benefits of the proposed development in monetary or other terms<br>Mapping underserved communities and innovation access gaps<br>Assessment of community participation in innovation initiatives             | Regional Socio-Economic & Skills Profile Report<br>Inclusivity & Transformation Diagnostic Report                                          |
| 3   | Mapping academia, research institutions, incubators, digital hubs, product development centers<br>Spatial mapping (GIS-based if applicable)<br>Assessment of institutional mandates and competencies<br>Evaluation of accessibility of STI programmes and incentives<br>Analysis of institutional contribution to industrialization and entrepreneurship<br>sector analysis innovation adoption<br>value addition analysis<br>Institutional Mapping Report, Capability Matrix, Accessibility Assessment | STI Institutional Landscape Mapping Report<br>Institutional Capability & Competency Matrix<br>Accessibility Assessment Report              |
| 4.  | Sector analysis (mining, agriculture, manufacturing, ICT, etc.)<br>Assessment of innovation adoption levels<br>Beneficiation/value-addition analysis<br>SMME technology adoption survey<br>Analysis of industry-STI collaboration levels<br>Identification of barriers and constraints                                                                                                                                                                                                                  | Industrial Innovation & Beneficiation Report<br>Technology Adoption & SMME Innovation Analysis<br>Sector Linkages Assessment               |

| No. | Activities                                                                                                                                                                                                                                                                                                                                                                | Deliverable                                                                                                                                       |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| 5.  | <p>Ecosystem partnerships mapping (local &amp; international).</p> <p>Stakeholder network collaboration analysis.</p> <p>Funding landscape.</p> <p>Innovation funding mechanisms.</p> <p>Assessment of existing RDI initiatives.</p> <p>Gap analysis in partnerships.</p> <p>Stakeholder consultation workshops.</p>                                                      | <p>Innovation Ecosystem Map</p> <p>Partnership &amp; Collaboration Diagnostic</p> <p>Stakeholder Workshop Report</p>                              |
| 6.  | <p>Review of national policies (NDP, STI Decadal Plan, Bioeconomy Strategy, LDP, etc.)</p> <p>Provincial and local policy alignment analysis.</p> <p>Regulatory and RDI framework assessment.</p> <p>Evaluation of funding instruments and incentives.</p> <p>Assessment of effectiveness of provincial/local innovation mechanisms.</p> <p>4IR positioning analysis.</p> | <p>Policy &amp; Strategy Alignment Report</p> <p>Government Enabling Environment Assessment</p> <p>Innovation Funding &amp; Regulatory Review</p> |

## Phase 2: Feasibility Study

| Key Study Components                       | Activities                                                                                                                                                                               | Deliverables                                                                                                  | Outcome                                                                                       |
|--------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| Strategic context and policy alignment     | Analyze Limpopo socio-economic conditions, assess regional innovation system, conduct PEST analysis, review policy alignment (NDP, STI White Paper, LDP, DDM), identify priority sectors | Strategic Context Report, Policy Alignment Report, Regional Innovation System Analysis                        | Confirms the <b>strategic need and justification</b> for establishing the innovation platform |
| Options analysis and economic impact       | Conduct sector innovation analysis, assess demand for STP infrastructure, benchmark global science parks, perform cost-benefit analysis, evaluate development options                    | Options Appraisal Report, Global Benchmarking Study, Economic Impact Assessment<br>Market demand study report | Identifies the <b>preferred investment option</b> delivering best value for money             |
| Institutional structure and delivery model | Map innovation ecosystem stakeholders, define partnership framework,                                                                                                                     | Commercial Structure Report, Procurement Strategy, Partnership Framework                                      | Defines <b>how the project will be delivered and managed</b>                                  |

|                                       |                                                                                                                                          |                                                                    |                                                                |
|---------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|----------------------------------------------------------------|
|                                       | assess procurement models, develop STP institutional structure                                                                           |                                                                    |                                                                |
| Financial viability and funding model | Estimate capital costs, model revenue streams, conduct financial modelling (NPV, IRR), develop funding strategy and investment framework | Financial Viability Report, Investment Model, Funding Strategy     | Demonstrates <b>affordability and financial sustainability</b> |
| Implementation and governance         | Develop governance structure, prepare implementation roadmap, establish monitoring framework, identify risks and mitigation strategies   | Governance Framework, Implementation Roadmap, Risk Management Plan | Confirms <b>project readiness and delivery capability</b>      |

#### 4 PROJECT DURATION

This project is expected to be completed within a period of 6-8 months. The service provider is anticipated to determine and propose how the project will be implemented within the given project duration taking into consideration the Phase 1 to conduct the Innovation Baseline Study and Phase 2 to conduct the Feasibility Study for the innovation platform.

#### 5 PROJECT GOVERNANCE

The project will be managed in line with Project Management Body of Knowledge (PMBOK) guidelines. The necessary project management structure and interfaces will be established as follows:

- The project management structure and interfaces between the successful bidder and Limpopo Connexion shall be the Project Steering Committee (PSC), Project Management Committee (PMC) and various Working Groups (where necessary).
- The PSC shall be responsible for the overall guidance and governance of the project with full decision authority.
- The PSC shall meet regularly (monthly) throughout the life of the project to review and decide on plans, major change requests, progress, exception reports, and Service Level Agreement (SLA) reports received from the Successful Bidder's Project Manager(s) (PM).

- The PMC shall report directly to and receive direction from the PSC. The successful bidder should appoint its own Project Manager(s) to be approved by the PSC.
- The successful bidder's PM should have full responsibility for the day-to-day operations of the project and continuous updates of the risk register.
- Limpopo Connexion will appoint its own PM. Limpopo Connexion PM will work with the successful bidder's PM and shall have full responsibility for the supervision of the successful bidder's activities of the project, including but not limited to the approval of stage/phase plans and team plans, and continuous checks of the risk register and proposed countermeasures and will confirm that the service provider has satisfactorily completed each deliverable before invoices can be submitted for payment.
- All project related engagement/meetings between Limpopo Connexion and the successful bidder will take place in Polokwane.

## 6 EVALUATION OF BIDS

**The minimum standards (Stages) that a bidder needs to meet in order to be evaluated and selected as a successful bidder. The minimum standards consist of the following:**

| <b>Pre-qualification Criteria<br/>(Stage 1)</b>                                                                                           | <b>Technical Evaluation Criteria<br/>(Stage 2)</b>                                                                          | <b>Price and Specific Goals<br/>(Stage 3)</b>                          |
|-------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|
| Bidders must submit all documents as outlined Table 1 below.<br>Only bidders that comply with ALL these criteria will proceed to Stage 2. | Bidder(s) are required to achieve a minimum of 60 points out of 100 points to proceed to Stage 3 (Price and Specific goals) | Bidder(s) will be evaluated on price and Specific goals claimed points |

### 7.1. Stage 1: Pre-qualification Criteria

Without limiting the generality of LEDA's other critical requirements for this Bid, bidder(s) must submit the documents listed in **Table 1** below. All documents must be completed and signed by the duly authorized representative of the Prospective bidder(s). During this phase, Bidders' responses will be evaluated based on compliance with the listed administration and mandatory bid requirements. The bidder(s) proposal may be disqualified for non-submission of any of the documents:

**Table 1: Documents that must be submitted for Pre-qualification.**

| Documents that must be submitted                                                | Non-submission may result in disqualification? |                                                                                                                                                                                                                                                                                                                                          |
|---------------------------------------------------------------------------------|------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Original Bid Document                                                           | YES                                            | Duly completed and signed.                                                                                                                                                                                                                                                                                                               |
| Invitation of Bid – SBD 1                                                       | YES                                            | Complete and sign the supplied pro forma document.                                                                                                                                                                                                                                                                                       |
| Pricing Schedule – SBD 3.3                                                      | YES                                            | Complete and sign the supplied pro forma document.                                                                                                                                                                                                                                                                                       |
| Bidders Disclosure– SBD 4                                                       | YES                                            | Complete and sign the supplied pro forma document                                                                                                                                                                                                                                                                                        |
| Preference Point Claim Form – SBD 6.1                                           | NO                                             | Non-submission will lead to a zero (0) score on Specific goals.                                                                                                                                                                                                                                                                          |
| Proof of registration on Central Supplier Database (attach detailed CSD report) | NO                                             | Bidder(s) must be registered as a bidder on the Central Supplier Database (CSD). If you are not registered proceed to complete the registration of your company prior to submitting your proposal. Visit <a href="https://secure.csd.gov.za/">https://secure.csd.gov.za/</a> to obtain your vendor number. Submit proof of registration. |

## 7.2. Evaluation stage two: functionality criteria

The following criteria will be used for evaluating all bids/proposal for functionality and bidders are expected to obtain a minimum of **60** out of 100 points to qualify for further evaluation. Failure to obtain prescribed **60** points will automatically disqualify the bidder from proceeding to the next evaluation stage. Below is a table that shows how the 100 points of functionality will be allocated.

| FUNCTIONALITY CRITERIA                                                                         | MEANS OF VERIFICATION                                             | POINTS | MAX POINTS TO BE AWARDED |
|------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|--------|--------------------------|
| <b>1. Company Experience in Conducting Innovation Baseline Studies and Feasibility Studies</b> | Signed reference letters / appointment letters / purchase orders. |        | <b>50</b>                |
| <b>1.1. Innovation Baseline Studies (25 Points)</b>                                            |                                                                   |        |                          |
| Successfully completed 4 or more Innovation Baseline Studies                                   |                                                                   | 25     |                          |
| Successfully completed 3 Innovation Baseline Studies                                           |                                                                   | 20     |                          |
| Successfully completed 2 Innovation Baseline Studies                                           |                                                                   | 15     |                          |
| Successfully completed 1 Innovation Baseline Study                                             |                                                                   | 10     |                          |
| Successfully completed 0 Innovation Baseline Study                                             |                                                                   | 0      |                          |
| <b>1.2. Feasibility Studies (25 Points)</b>                                                    |                                                                   |        |                          |
| Successfully completed 4 or more Feasibility Studies                                           |                                                                   | 25     |                          |
| Successfully completed 3 Feasibility Studies                                                   |                                                                   | 20     |                          |

| FUNCTIONALITY CRITERIA                                                                                                                                                                                                                                                                                                                                                                                           | MEANS OF VERIFICATION                                                  | POINTS | MAX POINTS TO BE AWARDED |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|--------|--------------------------|
| Successfully completed 2 Feasibility Studies                                                                                                                                                                                                                                                                                                                                                                     |                                                                        | 15     |                          |
| Successfully completed 1 Feasibility Study                                                                                                                                                                                                                                                                                                                                                                       |                                                                        | 10     |                          |
| Successfully completed 0 Feasibility Study                                                                                                                                                                                                                                                                                                                                                                       |                                                                        | 0      |                          |
| <b>2. Quality of Proposal and Methodology (30 Points)</b><br>Detailed project plan demonstrating all of the following: <ul style="list-style-type: none"><li>• Clear understanding of the Terms of Reference</li><li>• Detailed methodology</li><li>• Step-by-step activities and approach</li><li>• Realistic timelines and milestones</li><li>• Clearly defined deliverables and reporting framework</li></ul> | Detailed project plan and technical proposal.                          | 30     | 30                       |
| Project plan addresses any four of the above requirements                                                                                                                                                                                                                                                                                                                                                        |                                                                        | 25     |                          |
| Project plan addresses any three of the above requirements                                                                                                                                                                                                                                                                                                                                                       |                                                                        | 20     |                          |
| Project plan addresses any two of the above requirements                                                                                                                                                                                                                                                                                                                                                         |                                                                        | 10     |                          |
| Project plan addresses one or none of the above requirements                                                                                                                                                                                                                                                                                                                                                     |                                                                        | 0      |                          |
| <b>3. Project Team Qualifications and Experience (20 Points)</b>                                                                                                                                                                                                                                                                                                                                                 | CVs, qualifications and professional registrations (where applicable). |        | 20                       |
| Degree in Business Administration or related field AND 5 or more years' experience managing Innovation Baseline Studies and/or Feasibility Studies                                                                                                                                                                                                                                                               |                                                                        | 20     |                          |
| Degree in Business Administration or related field AND 3 to 4 years' experience managing similar projects                                                                                                                                                                                                                                                                                                        |                                                                        | 15     |                          |
| Degree in Business Administration, or related field AND 1 to 2 years' experience managing similar projects                                                                                                                                                                                                                                                                                                       |                                                                        | 10     |                          |
| Qualification submitted but no relevant experience demonstrated                                                                                                                                                                                                                                                                                                                                                  |                                                                        | 5      |                          |
| No qualification submitted or relevant experience demonstrated                                                                                                                                                                                                                                                                                                                                                   |                                                                        | 0      |                          |
| TOTAL POINTS                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                        |        | 100                      |

### 7.3. Evaluation stage three: Price and specific goals

Only qualifying bids that met the mandatory requirements will be evaluated for price and specific goals applying the 80/20 preference points system in accordance with the PPPFA Regulations of 2022, using the following formula to calculate points for price:

$$P_s = 80 \left( 1 - \frac{P_t - P_{\min}}{P_{\min}} \right)$$

## Where

- Ps = Points scored for comparative price of bid under consideration
- Pt = Comparative price of bid under consideration
- Pmin = Comparative price of lowest acceptable bid

In terms of Regulation 5 (2) and 6 (2) of the Preferential Procurement Regulations, preference points must be awarded to a bidder for attaining the specific goals of contribution in accordance with the table below:

| Specific goal                      | Number of points (80/20 system) | Means of verification                       |
|------------------------------------|---------------------------------|---------------------------------------------|
| Black people ownership             | 5                               | Central Supplier Database (CSD) report      |
| Women equity                       | 3                               | Central Supplier Database (CSD) report      |
| Youth equity                       | 2                               | Central Supplier Database (CSD) report      |
| Disability                         | 2                               | Medical certificate or equivalent           |
| Promotion of small businesses      | 3                               | Latest Financial Statement                  |
| Enterprises located within Limpopo | 3                               | Proof of address in the name of the company |
| Military Veterans (MVA)            | 2                               | MVA force number                            |
| <b>Total</b>                       | <b>20</b>                       |                                             |

A maximum of 20 points may be allocated to a bidder for attaining their Specific goals per the table.

## Specific goals points may be allocated to bidders on the submission of the following documentation or evidence:

- A duly completed Preference Points Claim Form: Standard Bidding Document (SBD 6.1).

### 7.3.1. Stage 3 (80 + 20 = 100 points)

The Price and Specific goals points will be consolidated.

### 7.3.2. Criteria for breaking deadlocks in scoring

- 7.3.2.1. If two or more tenderers score an equal total number of points, the contract shall be awarded to the tenderer that scored the highest points for specific goals.
- 7.3.2.2. If two or more tenderers score equal total points in all respects, the award shall be decided by the drawing of lots.
- 7.3.2.3. If functionality is part of the evaluation process and two or more tenders score equal total points and equal points for specific goals, the contract shall be awarded to the tenderer who scored highest points for functionality.

## 8. BID VALIDITY PERIOD

Bids shall be valid for a period of 60 days calculated from the closing date of this bid.

## 9. PRICING STRUCTURE (COST BREAKDOWN)

- 9.1. Prices must be quoted in South African currency and must be inclusive of VAT;
- 9.2. Prospective bidders / service providers are required to provide quotations with clear line-item amounts for the baseline study and the feasibility study.
- 9.3. All costs should be reflected in this pricing schedule.

| COST ITEM                          | PRICE    |
|------------------------------------|----------|
| Phase 1: Innovation Baseline Study | R        |
| Phase 2: Feasibility Study         | R        |
| <b>TOTAL PRICE</b>                 | <b>R</b> |

- 9.4. The price must be fixed, final and consolidated.

## 10. SPECIAL CONDITIONS

- 10.1. Bids submitted must be in line with the detailed specification. Failure to bid accordingly will automatically disqualify the submitted bid.
- 10.2. LCX reserves the right to appoint **a bidder** that proves to be fully capable and qualified to handle and execute the job.
- 10.3. Considering that the project will be implemented in two phases, LCX reserves the right to make a partial or full award, subject to the availability of budget.
- 10.4. LCX reserves the right to cancel or withdraw this bid if:
  - 10.4.1. Due to changed circumstances, there is no longer a need for this service; or
  - 10.4.2. Funds are no longer available to cover the total envisaged expenditure; or
  - 10.4.3. No acceptable bids are received; or
  - 10.4.4. Negotiating a fair market price has failed; or
  - 10.4.5. There is a material irregularity in the tender process.
- 10.5. In the case of sub-contracting or joint venture agreement, LCX will enter into a contract with the principal bidder.
- 10.6. LCX reserves the right to call interviews with short-listed bidders before final selection.

- 10.7. LCX reserves the right to conduct supplier due diligence prior to final award or at any time during the contract period. This may include surprise site visits.
- 10.8. LCX reserves the right to request payslips and proof of payment in order to assess compliance with applicable laws.
- 10.9. Bidders who are not registered on CSD must register before submission of bids.
- 10.10. The bid document must strictly be completed with unerasable ink.
- 10.11. Successful bidder will be required to sign a Service Level Agreement (SLA).
- 10.12. Bid documents should be emailed to [mulalo.mahode@lieda.co.za](mailto:mulalo.mahode@lieda.co.za) before or on **05 November 2026 at 11H00 which is the closing date and time for this bid.**
- 10.13. This request for bid document contains confidential information about LCX which has been provided to supply potential bidders with the data necessary to provide a holistic response.
- 10.14. No part of the contents may be used, copied, disclosed or conveyed in whole or in part to any party, in any manner whatsoever without the prior written permission of LCX.
- 10.15. Any reproduction or transmission of information contained in this document except for the sole purpose of responding to this bid is strictly prohibited.
- 10.16. References to LCX must not be made in any literature, promotional material, and brochures or sales presentations without the express written consent of LCX.
- 10.17. It is the responsibility of the bidder to ensure that LCX can receive and open the submitted proposals.

## **11. CLARIFICATION / QUERIES**

- 11.1. The process of clarification required by a bidder regarding the meaning or interpretation of the specification or any other aspects concerning the bid will be done in writing (letter, facsimile or e-mail).
- 11.2. Telephonic requests for clarification will be considered.
- 11.3. The bid reference number should be quoted in all correspondence.
- 11.4. The cut-off date for queries is **05 October 2026** at 16h00.
- 11.5. The contact persons are as follows:

**Administrative Enquiries: Mr. Mulalo Mahode**

**E-mail** : [mulalo.mahode@lieda.co.za](mailto:mulalo.mahode@lieda.co.za)

**Technical Enquiries: Mr. Komosasa Mokaba**

**E-mail** : [mokabak@lcx.co.za](mailto:mokabak@lcx.co.za)

- 11.6. Queries received will be responded to within a day of receiving them.

# **GOVERNMENT PROCUREMENT GENERAL CONDITIONS OF CONTRACT July 2010**

## **NOTES**

The purpose of this document is to:

- (i) Draw special attention to certain general conditions applicable to government bids, contracts and orders; and
- (ii) To ensure that clients be familiar with regard to the rights and obligations of all parties involved in doing business with government.

In this document words in the singular also mean in the plural and vice versa and words in the masculine also mean in the feminine and neuter.

- The General Conditions of Contract will form part of all bid documents and may not be amended.
- Special Conditions of Contract (SCC) relevant to a specific bid, should be compiled separately for every bid (if applicable) and will supplement the General Conditions of Contract. Whenever there is a conflict, the provisions in the SCC shall prevail.

## TABLE OF CLAUSES

1. Definitions
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5. Use of contract documents and information; inspection
6. Patent rights
7. Performance security
8. Inspections, tests and analysis
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## General Conditions of Contract

### 1. Definitions

1. The following terms shall be interpreted as indicated:
  - 1.1. “Closing time” means the date and hour specified in the bidding documents for the receipt of bids.
  - 1.2. “Contract” means the written agreement entered into between the purchaser and the supplier, as recorded in the contract form signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.
  - 1.3. “Contract price” means the price payable to the supplier under the contract for the full and proper performance of his contractual obligations.
  - 1.4. “Corrupt practice” means the offering, giving, receiving, or soliciting of anything of value to influence the action of a public official in the procurement process or in contract execution.
  - 1.5. "Countervailing duties" are imposed in cases where an enterprise abroad is subsidized by its government and encouraged to market its products internationally.
  - 1.6. “Country of origin” means the place where the goods were mined, grown or produced or from which the services are supplied. Goods are produced when, through manufacturing, processing or substantial and major assembly of components, a commercially recognized new product results that is substantially different in basic characteristics or in purpose or utility from its components.
  - 1.7. “Day” means calendar day.
  - 1.8. “Delivery” means delivery in compliance of the conditions of the contract or order.
  - 1.9. “Delivery ex stock” means immediate delivery directly from stock actually on hand.
  - 1.10. “Delivery into consignees store or to his site” means delivered and unloaded in the specified store or depot or on the specified site in compliance with the conditions of the contract or order, the supplier bearing all risks and charges involved until the supplies are so delivered and a valid receipt is obtained.
  - 1.11. "Dumping" occurs when a private enterprise abroad market its goods on own initiative in the RSA at lower prices than that of the country of origin and which have the potential to harm the local industries in the RSA.
  - 1.12. “Force majeure” means an event beyond the control of the supplier and not involving the supplier’s fault or negligence and not foreseeable. Such events may include, but is not restricted to, acts of the purchaser in its sovereign capacity, wars or revolutions, fires, floods, epidemics, quarantine restrictions and freight embargoes.
  - 1.13. “Fraudulent practice” means a misrepresentation of facts in order to influence a procurement process or the execution of a contract to the detriment of any bidder, and includes collusive practice among bidders (prior to or after bid submission) designed to establish bid prices at artificial non-competitive levels and to deprive the bidder of the benefits of free and open competition.
  - 1.14. “GCC” means the General Conditions of Contract.
  - 1.15. “Goods” means all of the equipment, machinery, and/or other materials that the supplier is required to supply to the purchaser under the contract.

- 1.16. "Imported content" means that portion of the bidding price represented by the cost of components, parts or materials which have been or are still to be imported (whether by the supplier or his subcontractors) and which costs are inclusive of the costs abroad, plus freight and other direct importation costs such as landing costs, dock dues, import duty, sales duty or other similar tax or duty at the South African place of entry as well as transportation and handling charges to the factory in the Republic where the supplies covered by the bid will be manufactured.
- 1.17. "Local content" means that portion of the bidding price which is not included in the imported content provided that local manufacture does take place.
- 1.18. "Manufacture" means the production of products in a factory using labour, materials, components and machinery and includes other related value-adding activities.
- 1.19. "Order" means an official written order issued for the supply of goods or works or the rendering of a service.
- 1.20. "Project site," where applicable, means the place indicated in bidding documents.
- 1.21. "Purchaser" means the organization purchasing the goods.
- 1.22. "Republic" means the Republic of South Africa.
- 1.23. "SCC" means the Special Conditions of Contract.
- 1.24. "Services" means those functional services ancillary to the supply of the goods, such as transportation and any other incidental services, such as installation, commissioning, provision of technical assistance, training, catering, gardening, security, maintenance and other such obligations of the supplier covered under the contract.
- 1.25. "Written" or "in writing" means handwritten in ink or any form of electronic or mechanical writing.

## **2. Application**

- 2.1. These general conditions are applicable to all bids, contracts and orders including bids for functional and professional services, sales, hiring, letting and the granting or acquiring of rights, but excluding immovable property, unless otherwise indicated in the bidding documents.
- 2.2. Where applicable, special conditions of contract are also laid down to cover specific supplies, services or works.
- 2.3. Where such special conditions of contract are in conflict with these general conditions, the special conditions shall apply.

## **3. General**

- 3.1. Unless otherwise indicated in the bidding documents, the purchaser shall not be liable for any expense incurred in the preparation and submission of a bid. Where applicable a non-refundable fee for documents may be charged.
- 3.2. With certain exceptions, invitations to bid are only published in the Government Tender Bulletin. The Government Tender Bulletin may be obtained directly from the Government Printer, Private Bag X85, Pretoria 0001, or accessed electronically from [www.treasury.gov.za](http://www.treasury.gov.za)

## **4. Standards**

- 4.1 The goods supplied shall conform to the standards mentioned in the bidding documents and specifications.

**5. Use of contract documents and information; inspection.**

5.1. The supplier shall not, without the purchaser's prior written consent, disclose the contract, or any provision thereof, or any specification, plan, drawing, pattern, sample, or information furnished by or on behalf of the purchaser in connection therewith, to any person other than a person employed by the supplier in the performance of the contract. Disclosure to any such employed person shall be made in confidence and shall extend only so far as may be necessary for purposes of such performance.

5.2. The supplier shall not, without the purchaser's prior written consent, make use of any document or information mentioned in GCC clause except for purposes of performing the contract.

5.3 Any document, other than the contract itself mentioned in GCC clause shall remain the property of the purchaser and shall be returned (all copies) to the purchaser on completion of the supplier's performance under the contract if so required by the purchaser.

5.4 The supplier shall permit the purchaser to inspect the supplier's records relating to the performance of the supplier and to have them audited by auditors appointed by the purchaser, if so required by the purchaser.

**6. Patent rights**

6.1 The supplier shall indemnify the purchaser against all third-party claims of infringement of patent, trademark, or industrial design rights arising from use of the goods or any part thereof by the purchaser.

**7. Performance security**

7.1. Within thirty (30) days of receipt of the notification of contract award, the successful bidder shall furnish to the purchaser the performance security of the amount specified in SCC.

7.2 The proceeds of the performance security shall be payable to the purchaser as compensation for any loss resulting from the supplier's failure to complete his obligations under the contract.

7.3 The performance security shall be denominated in the currency of the contract, or in a freely convertible currency acceptable to the purchaser and shall be in one of the following forms:

- (a) a bank guarantee or an irrevocable letter of credit issued by a reputable bank located in the purchaser's country or abroad, acceptable to the purchaser, in the form provided in the bidding documents or another form acceptable to the purchaser; or
- (b) a cashier's or certified cheque

7.4 The performance security will be discharged by the purchaser and returned to the supplier not later than thirty (30) days following the date of completion of the supplier's performance obligations under the contract, including any warranty obligations, unless otherwise specified in SCC.

## **8. Inspections, tests and analyse**

8.1 All pre-bidding testing will be for the account of the bidder.

8.2 If it is a bid condition that supplies to be produced or services to be rendered should at any stage during production or execution or on completion be subject to inspection, the premises of the bidder or contractor shall be open, at all reasonable hours, for inspection by a representative of the Department or an organization acting on behalf of the Department.

8.3 If there are no inspections requirements indicated in the bidding documents and no mention is made in the contract, but during the contract period it is decided that inspections shall be carried out, the purchaser shall itself make the necessary arrangements, including payment arrangements with the testing authority concerned.

8.4 If the inspections, tests and analyses referred to in clauses 8.2 and 8.3 show the supplies to be in accordance with the contract requirements, the cost of the inspections, tests and analyses shall be defrayed by the purchaser.

8.5 Where the supplies or services referred to in clauses 8.2 and 8.3 do not comply with the contract requirements, irrespective of whether such supplies or services are accepted or not, the cost in connection with these inspections, tests or analyses shall be defrayed by the supplier.

8.6 Supplies and services which are referred to in clauses 8.2 and 8.3 and which do not comply with the contract requirements may be rejected.

8.7 Any contract supplies may on or after delivery be inspected, tested or analysed and may be rejected if found not to comply with the requirements of the contract. Such rejected supplies shall be held at the cost and risk of the supplier who shall, when called upon, remove them immediately at his own cost and forthwith substitute them with supplies which do comply with the requirements of the contract. Failing such removal the rejected supplies shall be returned at the suppliers cost and risk. Should the supplier fail to provide the substitute supplies forthwith, the purchaser may, without giving the supplier further opportunity to substitute the rejected supplies, purchase such supplies as may be necessary at the expense of the supplier.

8.8 The provisions of clauses 8.4 to 8.7 shall not prejudice the right of the purchaser to cancel the contract on account of a breach of the conditions thereof, or to act in terms of Clause 23 of GCC.

## **9. Packaging**

9.1 The supplier shall provide such packing of the goods as is required to prevent their damage or deterioration during transit to their final destination, as indicated in the contract. The packing shall be sufficient to withstand, without limitation, rough handling during transit and exposure to extreme temperatures, salt and precipitation during transit, and open storage. Packing, case size and weights shall take into consideration, where appropriate, the remoteness of the goods' final destination and the absence of heavy handling facilities at all points in transit.

9.2 The packing, marking, and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the contract, including additional requirements, if any, specified in SCC, and in any subsequent instructions ordered by the purchaser.

## **10. Delivery and documents**

10.1 Delivery of the goods shall be made by the supplier in accordance with the terms specified in the contract. The details of shipping and/or other documents to be furnished by the supplier are specified in SCC.

10.2 Documents to be submitted by the supplier are specified in SCC.

## **11. Insurance**

11.1 The goods supplied under the contract shall be fully insured in a freely convertible currency against loss or damage incidental to manufacture or acquisition, transportation, storage and delivery in the manner specified in the SCC.

## **12. Transportation**

12.1 Should a price other than an all-inclusive delivered price be required, this shall be specified in the SCC.

## **13. Incidental services**

13.1 The supplier may be required to provide any or all of the following services, including additional services, if any, specified in SCC:

- (a) performance or supervision of on-site assembly and/or commissioning of the supplied goods;
- (b) furnishing of tools required for assembly and/or maintenance of the supplied goods;
- (c) furnishing of a detailed operations and maintenance manual for each appropriate unit of the supplied goods;
- (d) performance or supervision or maintenance and/or repair of the supplied goods, for a period of time agreed by the parties, provided that this service shall not relieve the supplier of any warranty obligations under this contract; and
- (e) training of the purchaser's personnel, at the supplier's plant and/or on-site, in assembly, start-up, operation, maintenance, and/or repair of the supplied goods.

13.2 Prices charged by the supplier for incidental services, if not included in the contract price for the goods, shall be agreed upon in advance by the parties and shall not exceed the prevailing rates charged to other parties by the supplier for similar services.

## **14. Spare parts**

14.1 As specified in SCC, the supplier may be required to provide any or all of the following materials, notifications, and information pertaining to spare parts manufactured or distributed by the supplier:

- (a) such spare parts as the purchaser may elect to purchase from the supplier, provided that this election shall not relieve the supplier of any warranty obligations under the contract; and
- (b) in the event of termination of production of the spare parts:
  - (i) Advance notification to the purchaser of the pending termination, in sufficient time to permit the purchaser to procure needed requirements; and
  - (ii) Following such termination, furnishing at no cost to the purchaser, the blueprints, drawings, and specifications of the spare parts, if requested.

## **15. Warranty**

15.1 The supplier warrants that the goods supplied under the contract are new, unused, of the most recent or current models, and that they incorporate all recent improvements in design and materials unless provided otherwise in the contract. The supplier further warrants that all goods supplied under this contract shall have no defect, arising from design, materials, or workmanship (except when the design and/or material is required by the purchaser's specifications) or from any act or omission of the supplier, that may develop under normal use of the supplied goods in the conditions prevailing in the country of final destination.

15.2 This warranty shall remain valid for twelve (12) months after the goods, or any portion thereof as the case may be, have been delivered to and accepted at the final destination indicated in the contract, or for eighteen (18) months after the date of shipment from the port or place of loading in the source country, whichever period concludes earlier, unless specified otherwise in SCC.

15.3 The purchaser shall promptly notify the supplier in writing of any claims arising under this warranty.

15.4 Upon receipt of such notice, the supplier shall, within the period specified in SCC and with all reasonable speed, repair or replace the defective goods or parts thereof, without costs to the purchaser.

15.5 If the supplier, having been notified, fails to remedy the defect(s) within the period specified in SCC, the purchaser may proceed to take such remedial action as may be necessary, at the supplier's risk and expense and without prejudice to any other rights which the purchaser may have against the supplier under the contract.

## **16. Payment**

16.1 The method and conditions of payment to be made to the supplier under this contract shall be specified in SCC.

16.2 The supplier shall furnish the purchaser with an invoice accompanied by a copy of the delivery note and upon fulfilment of other obligations stipulated in the contract.

16.3 Payments shall be made promptly by the purchaser, but in no case later than thirty (30) days after submission of an invoice or claim by the supplier.

16.4 Payment will be made in Rand unless otherwise stipulated in SCC.

## **17. Prices**

17.1 Prices charged by the supplier for goods delivered and services performed under the contract shall not vary from the prices quoted by the supplier in his bid, with the exception of any price adjustments authorized in SCC or in the purchaser's request for bid validity extension, as the case may be.

## **18. Contracts Amendments**

18.1 No variation in or modification of the terms of the contract shall be made except by written amendment signed by the parties concerned.

## **19. Assignment**

19.1 The supplier shall not assign, in whole or in part, its obligations to perform under the contract, except with the purchaser's prior written consent.

## **20. Subcontracts**

20.1 The supplier shall notify the purchaser in writing of all subcontracts awarded under these contracts if not already specified in the bid. Such notification, in the original bid or later, shall not relieve the supplier from any liability or obligation under the contract.

## **21. Delays in the supplier's performance**

21.1 Delivery of the goods and performance of services shall be made by the supplier in accordance with the time schedule prescribed by the purchaser in the contract.

21.2 If at any time during performance of the contract, the supplier or its subcontractor(s) should encounter conditions impeding timely delivery of the goods and performance of services, the supplier shall promptly notify the purchaser in writing of the fact of the delay, its likely duration and its cause(s). As soon as practicable after receipt of the supplier's notice, the purchaser shall evaluate the situation and may at his discretion extend the supplier's time for performance, with or without the imposition of penalties, in which case the extension shall be ratified by the parties by amendment of contract.

21.3 No provision in a contract shall be deemed to prohibit the obtaining of supplies or services from a national department, provincial department, or a local authority.

21.4 The right is reserved to procure outside of the contract small quantities or to have minor essential services executed if an emergency arises, the supplier's point of supply is not situated at or near the place where the supplies are required, or the supplier's services are not readily available.

21.5 Except as provided under GCC Clause 25, a delay by the supplier in the performance of its delivery obligations shall render the supplier liable to the imposition of penalties, pursuant to GCC Clause 22, unless an extension of time is agreed upon pursuant to GCC Clause 21.2 without the application of penalties.

21.6 Upon any delay beyond the delivery period in the case of a supplies contract, the purchaser shall, without cancelling the contract, be entitled to purchase supplies of a similar quality and up to the same quantity in substitution of the goods not supplied in conformity with the contract and to return any goods delivered later at the supplier's expense and risk, or to cancel the contract and buy such goods as may be required to complete the contract and without prejudice to his other rights, be entitled to claim damages from the supplier.

## **22. Penalties**

22.1 Subject to GCC Clause 25, if the supplier fails to deliver any or all of the goods or to perform the services within the period(s) specified in the contract, the purchaser shall, without prejudice to its other remedies under the contract, deduct from the contract price, as a penalty, a sum calculated on the delivered price of the delayed goods or unperformed services using the current prime interest rate calculated for each day of the delay until actual delivery or performance. The purchaser may also consider termination of the contract pursuant to GCC Clause 23.

## **23. Termination for default**

23.1 The purchaser, without prejudice to any other remedy for breach of contract, by written notice of default sent to the supplier, may terminate this contract in whole or in part:

- (a) if the supplier fails to deliver any or all of the goods within the period(s) specified in the contract, or within any extension thereof granted by the purchaser pursuant to GCC Clause 21.2;
- (b) if the Supplier fails to perform any other obligation(s) under the contract; or
- (c) if the supplier, in the judgment of the purchaser, has engaged in corrupt or fraudulent practices in competing for or in executing the contract.

23.2 In the event the purchaser terminates the contract in whole or in part, the purchaser may procure, upon such terms and in such manner as it deems appropriate, goods, works or services similar to those undelivered, and the supplier shall be liable to the purchaser for any excess costs for such similar goods, works or services. However, the supplier shall continue performance of the contract to the extent not terminated.

23.3 Where the purchaser terminates the contract in whole or in part, the purchaser may decide to impose a restriction penalty on the supplier by prohibiting such supplier from doing business with the public sector for a period not exceeding 10 years.

23.4 If a purchaser intends imposing a restriction on a supplier or any person associated with the supplier, the supplier will be allowed a time period of not more than fourteen (14) days to provide reasons why the envisaged restriction should not be imposed. Should the supplier fail to respond within the stipulated fourteen (14) days the purchaser may regard the intended penalty as not objected against and may impose it on the supplier.

23.5 Any restriction imposed on any person by the Accounting Officer / Authority will, at the discretion of the Accounting Officer / Authority, also be applicable to any other enterprise or any partner, manager, director or other person who wholly or partly exercises or exercised or may exercise control over the enterprise of the first-mentioned person, and with which enterprise or person the first-mentioned person, is or was in the opinion of the Accounting Officer / Authority actively associated.

23.6 If a restriction is imposed, the purchaser must, within five (5) working days of such imposition, furnish the National Treasury, with the following information:

- (i) the name and address of the supplier and / or person restricted by the purchaser;
- (ii) the date of commencement of the restriction
- (iii) the period of restriction; and
- (iv) the reasons for the restriction.

These details will be loaded in the National Treasury's central database of suppliers or persons prohibited from doing business with the public sector.

23.7 If a court of law convicts a person of an offence as contemplated in sections 12 or 13 of the Prevention and Combating of Corrupt Activities Act, No. 12 of 2004, the court may also rule that such person's name be endorsed on the Register for Tender Defaulters. When a person's name has been endorsed on the Register, the person will be prohibited from doing business with the public sector for a period not less than five years and not more than 10 years. The National Treasury is empowered to determine the period of restriction and each case will be dealt with on its own merits. According to section 32 of the Act the Register must be open to the public. The Register can be perused on the National Treasury website.

**24. Anti-dumping and countervailing duties and rights**

24.1 When, after the date of bid, provisional payments are required, or antidumping or countervailing duties are imposed, or the amount of a provisional payment or anti-dumping or countervailing right is increased in respect of any dumped or subsidized import, the State is not liable for any amount so required or imposed, or for the amount of any such increase. When, after the said date, such a provisional payment is no longer required or any such anti-dumping or countervailing right is abolished, or where the amount of such provisional payment or any such right is reduced, any such favourable difference shall on demand be paid forthwith by the contractor to the State or the State may deduct such amounts from moneys (if any) which may otherwise be due to the contractor in regard to supplies or services which he delivered or rendered, or is to deliver or render in terms of the contract or any other contract or any other amount which may be due to him.

**25. Force Majeure**

25.1 Notwithstanding the provisions of GCC Clauses 22 and 23, the supplier shall not be liable for forfeiture of its performance security, damages, or termination for default if and to the extent that his delay in performance or other failure to perform his obligations under the contract is the result of an event of force majeure.

25.2 If a force majeure situation arises, the supplier shall promptly notify the purchaser in writing of such condition and the cause thereof. Unless otherwise directed by the purchaser in writing, the supplier shall continue to perform its obligations under the contract as far as is reasonably practical, and shall seek all reasonable alternative means for performance not prevented by the force majeure event.

**26. Termination for Insolvency**

26.1 The purchaser may at any time terminate the contract by giving written notice to the supplier if the supplier becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation to the supplier, provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to the purchaser.

**27. Settlement of Disputes**

27.1 If any dispute or difference of any kind whatsoever arises between the purchaser and the supplier in connection with or arising out of the contract, the parties shall make every effort to resolve amicably such dispute or difference by mutual consultation.

27.2 If, after thirty (30) days, the parties have failed to resolve their dispute or difference by such mutual consultation, then either the purchaser or the supplier may give notice to the other party of his intention to commence with mediation. No mediation in respect of this matter may be commenced unless such notice is given to the other party.

27.3 Should it not be possible to settle a dispute by means of mediation, it may be settled in a South African court of law.

27.4 Mediation proceedings shall be conducted in accordance with the rules of procedure specified in the SCC.

27.5 Notwithstanding any reference to mediation and/or court proceedings herein,

- (a) the parties shall continue to perform their respective obligations under the contract unless they otherwise agree; and
- (b) the purchaser shall pay the supplier any monies due the supplier.

## **Limitation of liability**

28.1 Except in cases of criminal negligence or wilful misconduct, and in the case of infringement pursuant to Clause 6;

- (a) the supplier shall not be liable to the purchaser, whether in contract, tort, or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the supplier to pay penalties and/or damages to the purchaser; and
- (b) the aggregate liability of the supplier to the purchaser, whether under the contract, in tort or otherwise, shall not exceed the total contract price, provided that this limitation shall not apply to the cost of repairing or replacing defective equipment.

## **28. Governance language**

29.1 The contract shall be written in English. All correspondence and other documents pertaining to the contract that is exchanged by the parties shall also be written in English.

## **29. Applicable law**

30.1 The contract shall be interpreted in accordance with South African laws, unless otherwise specified in SCC.

## **30. Notices**

31.1 Every written acceptance of a bid shall be posted to the supplier concerned by registered or certified mail and any other notice to him shall be posted by ordinary mail to the address furnished in his bid or to the address notified later by him in writing and such posting shall be deemed to be proper service of such notice  
31.2 The time mentioned in the contract documents for performing any act after such aforesaid notice has been given, shall be reckoned from the date of posting of such notice.

## **31. Taxes and duties**

32.1 A foreign supplier shall be entirely responsible for all taxes, stamp duties, license fees, and other such levies imposed outside the purchaser's country.

32.2 A local supplier shall be entirely responsible for all taxes, duties, license fees, etc., incurred until delivery of the contracted goods to the purchaser.

32.3 No contract shall be concluded with any bidder whose tax matters are not in order. Prior to the award of a bid the Department must be in possession of a tax clearance certificate, submitted by the bidder. This certificate must be an original issued by the South African Revenue Services.

## **32. National Industrial Participation (NIP) Programme**

33.1. The NIP Programme administered by the Department of Trade and Industry shall be applicable to all contracts that are subject to the NIP obligation

## **33. Prohibition of restrictive practices**

34.1 In terms of section 4 (1) (b) (iii) of the Competition Act No. 89 of 1998, as amended, an agreement between, or concerted practice by, firms, or a decision by an association of firms, is prohibited if it is between parties in a horizontal relationship and if a bidder (s) is / are or a contractor(s) was / were involved in collusive bidding (or bid rigging).

34.2 If a bidder(s) or contractor(s), based on reasonable grounds or evidence obtained by the purchaser, has / have engaged in the restrictive practice referred to above, the purchaser may refer the matter to the Competition Commission for investigation and possible imposition of administrative penalties as contemplated in the Competition Act No. 89 of 1998.

34.3 If a bidder(s) or contractor(s), has / have been found guilty by the Competition Commission of the restrictive practice referred to above, the purchaser may, in addition and without prejudice to any other remedy provided for, invalidate the bid(s) for such item(s) offered, and / or terminate the contract in whole or part, and / or restrict the bidder(s) or contractor(s) from conducting business with the public sector for a period not exceeding ten (10) years and / or claim damages from the bidder(s) or contractor(s) concerned.