

# Terms of reference (ToRs) for the procurement of services below the EU threshold

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<b>Call for Solutions: Piloting of an innovative solution for Mogale City Local Municipality</b>	<b>Project number/ cost centre: 18.2101.6-001.00</b>
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## **0. List of abbreviations**

AI	Artificial Intelligence
AVB	General Terms and Conditions of Contract (“local terms and conditions”) for supplying services and work on behalf of the GIZ GmbH in South Africa.
GIZ	Deutsche Gesellschaft Für Internationale Zusammenarbeit
KPI	Key Performance Indicator
IP	Intellectual Property
SAGEN	The South African German Energy Programme
ToRs	Terms of reference

## Structure of the Terms of Reference

The GIZ South African - German Energy Programme (SAGEN), aims to contract an entity, (specifically an SMME, start-up or research institution) for the implementation of an 'Innovation Programme' in collaboration with Mogale City Local Municipality and the Wits incubator, Tshimologong Digital Innovation Precinct.

Section 2 of the ToR presents the general project context and describes the objective and framework of the planned 'Innovation Program'. At the end of Section 2, the specific objective of the assignment to be undertaken by the bidder is outlined.

Section 3 of the ToR presents in detail the different phases of the 'Innovation Program' and the work to be implemented by the bidder in collaboration with GIZ, Tshimologong, and Mogale City Local Municipality.

### **1. Background and Challenges**

Mogale City Local Municipality is a municipality located on the West Rand on Gauteng Province serving a population of 400 000 residents in an area of 110 000 Ha. The municipality's mission, as stated in the Integrated Development Plan, is 'to provide sustainable municipal services for improved quality of life for Mogale City Local Municipality communities'. There are about 120 000 housing units in Mogale City Local Municipality with approximately 90 000 being formal housing units and 30 000 informal housing units. Electricity is connected to 100 000 housing units. Mogale City Local Municipality is a vibrant community with a startup community that seeks to solve the city's challenges.

South Africa is facing a major energy crisis, characterized by widespread load shedding, which has significantly impacted the urban economy and cities. This energy crisis has arisen due to several factors: aging infrastructure, limited energy generation capacity, and a lack of investment in new power plants and alternative energy sources. The impact of the energy crisis on the urban economy has been far-reaching and had major consequences for businesses, households, and individuals, thereby affecting everyone. Load shedding has causative ripple effects on various sectors of the economy, including but not limited to: the manufacturing Industry, healthcare, and transport. Additionally, the energy crisis has made it challenging for individuals to access essential services such as healthcare, education, and social services, affecting the overall quality of life in urban areas. South Africa must address its acute and significant electricity supply shortage, leading to an inability to meet demand during peak morning and evening hours, and subsequently to loadshedding. As fossil fuel industries and infrastructure reach the end of their historical cycle, renewable energy should become a pivot for South Africa's industrial development. Uptake for renewable energy has been on the increase but is slower than that of South Africa's global counterparts. What is clear is that there is serious strain on South Africa's energy security and the ongoing electrification crisis reinforces the need for a low carbon pathway that delivers jobs, economic growth, environmental and social benefits. While the government's Renewable Energy Independent Power Producer Programme (REIPPPP) and other policies have catalysed a shift in the energy

market, the transition to renewable energy is not happening at the speed and with the urgency required, this means that loadshedding will continue to happen in South Africa.

Like many municipalities in South Africa, Mogale City is severely affected by the ongoing load shedding, particularly in terms of its critical infrastructure. In municipalities, critical loads directly affect a municipality's ability to maintain key operations and must be kept running during a mains power supply failure or during loadshedding. This includes, for example, water infrastructure or life support equipment in a hospital. As the name suggests, non-critical (or non-essential) loads can be dropped during a power cut as they are not essential to the municipality's operations.

Whether a load is classified as critical or non-critical depends on its importance to the municipality in terms of:

- Financial penalties, lost business and impact on customer service
- Service provision
- Lost production and productivity
- Quality, health and safety, and environmental systems
- Security breaches and loss of control

Once critical loads have been identified, they are prioritised by their importance and how long they need to be kept running during a mains failure or loadshedding.

**Challenges:**

- 1) In this context, Mogale City Local Municipality is looking to pilot innovative applications that can identify critical and non-critical loads during periods of load shedding, having these applications protects the critical load by quickly providing emergency power when the mains power fails or during periods of loadshedding;**
- 2) In addition, the municipality is looking for solutions that can optimise the utilisation of renewable energy as part of the municipality's energy transition efforts.**

Mogale City has established a position to empower SMME (Small, Medium and Micro-Enterprises) and start-ups to be an active player in the evolving energy landscape. SD&L and economic growth are critical success factors, and empowering SMME and start-ups is a catalyst to accelerate this process.

**The role of Mogale City Local Municipality includes:**

- Providing the relevant infrastructure for the pilot and internal contacts that will support with the installation and/or integration and the testing of the technology solution;
- Assist during the piloting phase, including the provision of strategic input into the analysis that will be conducted.

Registered as Wits Incubator Pty Ltd, Tshimologong Digital Innovation Precinct is wholly owned by Wits University which is Africa's biggest research tertiary institution. Tshimologong Digital Innovation Precinct is focussed on coaching Startups on how to build and sustain solutions driven businesses. In short, Tshimologong exists to develop skills for South Africa's digital economy. Tshimologong aims to create world-leading African digital innovation entrepreneurs through digital skills and entrepreneurship development that leads to access to market opportunities. The positioning of Tshimologong within Wits University, one of the largest research universities in Africa, makes it best placed to be able to garner the relevant expertise to successfully provide mentoring and incubation support to the winning bidder, based on quality research and networks. Working with academia, local and international public, and private sector, it is a digital innovation hub where the incubation of startups, the commercialisation of research and the development of high-level digital skills for unemployed youth and working professionals takes place. Tshimologong provides support to entrepreneurs with product-market fit through idea and concept development, validation of ideas, creation of prototype, incubation and acceleration of startup, co-working space and opportunities for networking and through community events. The Innovation Programme consists of support for the collaboration process between the Mogale City Local Municipality and the winning entity, this will include individualised "Support Packages" for the winning entity. It is envisaged that the winning entity will participate in the "Innovation Programme" for a period of 5 months until December 2023. Participation in the Innovation Programme entails, among other things receiving support in adapting the innovative solution to the technical requirements posed by Mogale City Local Municipality or end user needs (product-market fit) and in piloting the solution in the context of the municipality's operations.

In this context, Mogale City Local Municipality and the winning entity will be supported by Tshimologong and GIZ in jointly preparing and monitoring the collaboration phase (by defining adequate milestones and indicators). Furthermore, the possibilities and framework conditions for a long-term collaboration between the winning entity and Mogale City Local Municipality will be explored. This process support will be facilitated through mandatory workshops, in which the winning entity, Mogale City Local Municipality and GIZ SAGEN will participate; the mandatory workshops will be planned and facilitated by Tshimologong. The winning entity will also receive continuous mentoring and regular process support during the piloting phase by Tshimologong (see details on the assignment below). In addition, and depending on their individual needs, the winning entity will make use of individually tailored "Support Packages". These support packages may include consultancy services (e.g. on technical, business development or legal aspects), mentoring or matchmaking and networking activities (e.g. with specialist networks in the power sector or, depending on the maturity of the solution, regarding financing opportunities).

### **1.1. Objective of the request for tender**

Within this framework, with support from GIZ and Tshimologong, Mogale City Local Municipality, has identified challenges (Chapter 1 above) that it wants to address. The winner (winning bidder) of the tender will participate in a specially designed 'Innovation Program' to pilot their innovative technology solution. The winner will be supported in piloting their solution in collaboration with Mogale City Local Municipality.

**In this context GIZ SAGEN is looking for an innovative solution to address the challenges identified above (Chapter 1) from a company that is willing to cooperate with the public sector in a co-creative manner to adapt the solution to the needs of a public sector context.**

The selected solution is envisaged to be based on digital or hardware innovation stemming from Tech Start-ups or innovative companies that have the ability and willingness to cooperate with the public sector in South Africa, to adapt their solution to the needs of Mogale City Municipality and to jointly implement a collaborative solution with a strong impact.

GIZ SAGEN aims at being able to select an innovative solution that offers a response to the challenges posed. The challenge as well as the selection criteria, incl. eligibility requirements for bidders and evaluation criteria for the solution, are specified in Chapter 7 of these ToR.

The bidder that has been selected will have the opportunity to pilot their solution in collaboration with Mogale City. The bidder will get remunerated according to the **pricing schedule form** for the activities implemented under the contract. Please note that the innovation program does not aim to finance office equipment or similar for the bidder, but aims to further develop and pilot the solution.

Finally, the results of the pilot will be analysed and shared in aggregated form with other relevant industry representatives for whom the pilot results may be of interest (e.g. representatives of municipalities). The aim is to demonstrate the benefits and impact of the developed solution and the further possibilities for dissemination of the innovative solution. This will also include the presentation of the general approach taken by the innovation program.

## 1.2. Aim and Scope of the Innovation Program

**Linked to the challenges, the objective is to find a** technological, incl. digital innovative solution (digital or hardware innovations) from the South African private sector (specifically SMMEs, start-ups or research institutions) that is at least at **Technology Readiness Level (TRL) 6<sup>1</sup>**.

The technology incl. digital innovation should be at a stage to be tested in an operational environment.

The solution should hold out the prospect of market maturity in the near to medium future. The intellectual property (IP) should be owned by a South African company.

The innovator must have the ability and willingness to cooperate with Mogale City Local Municipality, to adapt their solution to the needs of the public sector and to jointly implement a collaborative solution with a strong impact.

**Project funding of up to ZAR 800 000 is available.**

**The proposed solution must meet the following requirements:**

A. Accessibility and Use:

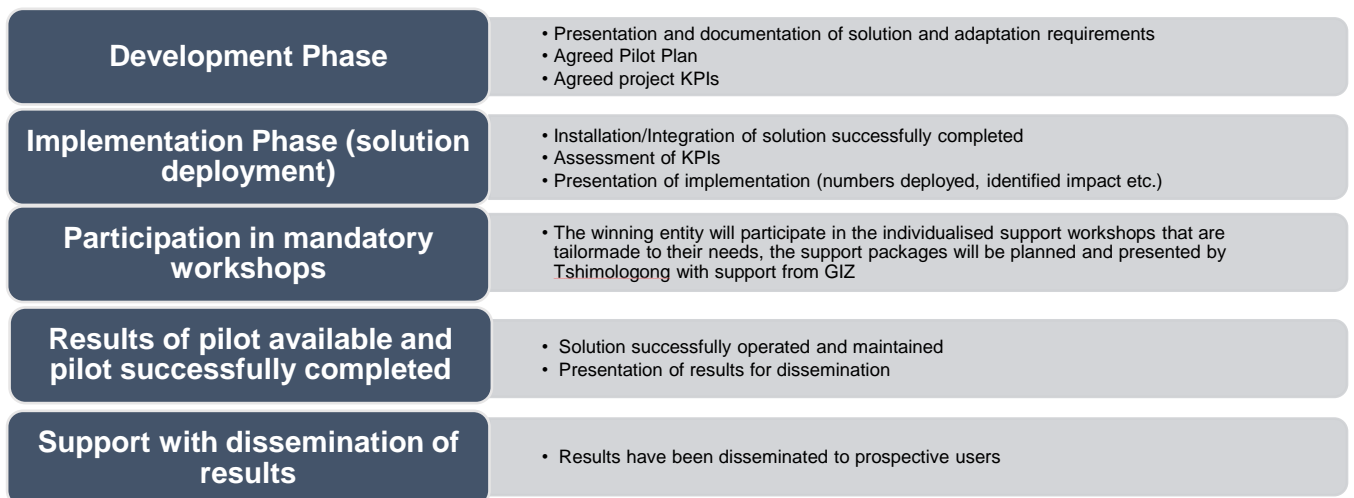
- Accessible in English

B. Security and User Identification and Authentication:

- Assurance of security and data protection, in particular when personal data is processed and stored.

1. TRL 6 - Prototype System Verified: System/process prototype demonstration in an operational environment (beta prototype system level)...  
(<https://www.tia.org.za/core/uploads/2019/12/TRL-1.pdf> )

This section presents the five phases of the envisaged process for the assignment. All of these phases will be implemented in collaboration with Mogale City Local Municipality, Tshimologong and GIZ SAGEN. An overview of the phases is provided in the below illustration:



## 2. Tasks to be performed by the winning bidder

The winning bidder is responsible for providing the following services:

### Phase 1: Development Phase

During this phase, the winning bidder shall elaborate a detailed concept for the implementation of the pilot.

This entails the following tasks:

- At a kick-off workshop with GIZ, Mogale City Local Municipality and Tshimologong, the winning bidder shall present the proposed solution and provide documentation of any adaptation requirements for the implementation of the pilot project. Principles for the collaboration in the implementation of the pilot shall be drafted by the winning bidder prior to the workshop and agreed upon between all parties.
- Prior to the kick-off workshop, the winning bidder shall prepare a project Pilot Plan and KPI's that will be presented and agreed upon at the kick-off workshop. This may include

but is not limited to a plan of operations with updated timelines, milestones and deliverables and a personnel assignment plan.

## **Phase 2: Implementation Phase (solution deployment)**

During this phase and in collaboration with GIZ, Mogale City Local Municipality and Tshimologong, the winning bidder shall pilot and test their solution.

This includes the following tasks:

The winning bidder shall begin with the rollout and implementation of the pilot. Here the bidder will conduct a deployment of their solution within the identified infrastructure. At 2 months of the program, the winning bidder, together with GIZ, Mogale City Local Municipality and Tshimologong will participate in a mid-term workshop. In this workshop, the winning bidder will present a pilot status and an assessment of the KPIs and also provide a presentation of the implementation (progress, numbers deployed, impact, etc.).

## **Phase 3: Participation in mandatory workshops**

The winning entity will among other things receive support in adapting the innovative solution to the technical requirements posed by Mogale City Local Municipality or end user needs (product-market fit) and in piloting the solution in the context of Mogale City Local Municipality's operations. In this context, the winning entity will be supported by Tshimologong and GIZ in jointly preparing and monitoring the collaboration phase (by defining adequate milestones and indicators).

This process support will be facilitated through mandatory workshops, in which the winning entities, Mogale City and GIZ SAGEN will participate and which will be coordinated by Tshimologong. The winning entity will also receive continuous mentoring and regular process support during the piloting phase by Tshimologong.

In addition, and based on individual needs, the winning entity will make use of individually tailored "Support Packages" that will be prepared, offered and coordinated by Tshimologong. These support packages will include consultancy services (e.g. on technical, business development or legal aspects), mentoring or matchmaking and networking activities (e.g. with specialist networks in the power sector or, depending on the maturity of the solution, regarding financing opportunities). These support packages will be a customised programme that will be developed for winning entity based on a needs analysis prior to the implementation phase. A comprehensive report will be developed to capture the entrepreneurial journey, the lessons learnt from the programme and the results derived from piloting their solutions. The exit report will derive its information from data collected as part of the monitoring and evaluation process. The purpose of this report will be to disseminate the results and lessons learned from the project, enabling replicable projects for implementation by Mogale City Local Municipality and other municipalities.

## **Phase 4: Results of the pilot available and pilot successfully completed**

At a final workshop with GIZ, Mogale City Local Municipality and Tshimologong, the winning bidder shall show the successful operations of the pilot and present pilot results that will be later disseminated with sector experts and potential users of the solution.



## Phase 5: Dissemination of results

The winning bidder shall support with the dissemination of the results of the pilot to sector experts and potential users of the solution. This includes

- The preparation of results of the pilot for dissemination in the form of project results and captured data from the pilot project;
- The winning bidder shall collaborate with Tshimologong, GIZ and Mogale City Local Municipality in drawing up a final report and concise presentation that summarizes the key Lessons Learnt of the pilot process.

Bids will be evaluated based on the evaluation criteria set out in chapter 7.

### 3. Concept of the bid

#### 4.1. Technical Offer

Bidders must submit their proposal using the **Technical Offer Submission Form**, which is provided in a separate editable word document. In the Technical Bid Submission Form, each category contains guiding questions that must be answered. For each guiding question, the **assessment grid** used by the assessment committee is provided so that bidders have a clear idea of the criteria on which their bids will be evaluated. The total length of the offer must not exceed 15 pages. The technical offer must be presented in the provided **Technical Offer Submission form**. Submission of other templates or forms or offers in a language other than English will result in the rejection of the offer.

#### 4.2. Financial Offer

Bidders are also required to fill out the provided **cost assessment form** for the financial offer. **The bidder shall propose an implementation budget of up to ZAR 800,000 (eight hundred thousand rand).**

The financial offer is mainly based on the use of working days and the hardware (this excludes office equipment or similar) or software required for the implementation of the Innovation Programme. Successful bidders must participate in mandatory workshops, as required and as agreed at the kick-off workshop. The time invested to participate in these workshops and support offers cannot be included in the proposal budget by bidders, as the objective is to assist them in successfully adapting their solution and to fully equip the bidders with ways that will develop sustainable business.

**A travel budget should be included.** This includes travel costs for participation in the innovation programme or possible travel to regions to pilot the solution or to workshops. **The travel budget should be included in the evaluation of the financial offer. However, it**

**should be noted that the maximum value of the contract for the project cannot exceed ZAR 800,000 (including travel expenses).**

#### **4. Eligibility Requirements**

The tender aims at companies that have an innovative solution to the challenge put to tender (Chapter 1) and are willing to cooperate with the public sector in a co-creative manner to adapt the solution to the needs of Mogale City Local Municipality. **In order for companies to participate in the tender process, the following general criteria have to be fulfilled:**

- The company has to be duly registered under South African law;
- The company has to enclose the last tax declaration if applicable;
- The business must own the proposed solution;
- The business must have the willingness to adapt the solution to the needs of Mogale City Local Municipality (e.g. in terms of technical requirements, functionality, etc.);

#### **5. Preconditions / mandatory requirements of the solution**

**The following technical preconditions have to be fulfilled in order for solutions / pilot ideas to be eligible:**

- Solution accessible in English;
- Solution at least at TRL 6;
- Assurance of security and data protection provided, in particular when personal data is processed and stored.

#### **6. Evaluation Criteria**

##### **7.1. Overview of Evaluation Criteria**

Bids will be evaluated (a technical and a financial evaluation will be performed) on the basis of eleven criteria in the following six categories:

##### **Technical Evaluation Criteria**

- A. Innovation and experience
- B. Impact
- C. Partner collaboration Strategy
- D. Feasibility and Implementation
- E. Scalability and sustainability

##### **Financial Evaluation Criteria**

F. Value for Money and Financial Feasibility

In total, a **maximum of 130 points (100 for the technical evaluation criteria and 30 for the financial evaluation criteria)** can be awarded. Each criterion also contains a scale that can be used by the bidder, as well as the evaluators, to understand these criteria and to respect them when scoring.

**7.2. Technical Evaluation Criteria**

**A. Innovation and Experience (maximum 20 Points)**

The proposed solution will be evaluated in terms of design and innovation capacity. Bids will be rated according to how robust and innovative the offered solution is to tackle the challenges.

A.1. Does the company offer an innovative solution to the challenges put to tender?

0 Points	<u>3 Points</u>	<u>6 Points</u>	<u>10 Points</u>
The proposed solution does not solve the challenges as put to tender.	The proposed solution solves the challenges to a certain degree but is not new to the market, nor does it contribute to identifying critical loads or to optimizing the utilisation of renewable energies.	The proposed solution is new to the market, has innovative elements, but will only slightly contribute to identifying critical loads or to optimizing the utilisation of renewable energies.	The proposed solution offers an innovative contribution to significantly facilitating the identification of critical loads or to optimizing the utilisation of renewable energies.

A.2 Does the prior experience (in terms of team, product portfolio, experience in similar solution deployment) and technology readiness position the bidder to propose the solution at hand?

0 Points	3 Points	6 Points	10 Points
The bidder does not have any prior experience that positions them to propose the solution at hand. The technology or digital innovations are not at a stage to be tested in an operational environment. The minimum requirements laid out in the challenge description are not met.	The bidder has little prior experience which makes it not clear if this positions them to propose the solution at hand. The technology or digital innovations are not fully at a stage to be tested in an operational environment. The minimum requirements laid out in the challenge description are only partially met.	The bidder has relevant experience to propose the solution at hand. The technology or digital innovations are at a stage to be tested in an operational environment. The solution however still needs improvement to hold the prospect of market maturity in the near to medium future. The minimum requirements laid to solve the challenge are met.	The bidder has strong experience in terms of team proposed, product portfolio and has implemented similar solutions. The technology or digital innovations are at a stage to be tested in an operational environment. The solution holds the prospect of market maturity in the near to medium future.

## B. Impact (maximum 20 Points)

The positive impact the proposed solution has will be evaluated. The bigger the expected positive impact, the better. **(Bidders will be assessed against ONE of the criteria below, i.e., a solution cannot be assessed against B1 and B2 but can be assessed for either B1 or B2)**

B.1 What is the impact of the proposed solution in terms of its potential to assist Mogale City Local Municipality in identifying critical loads and non-critical loads? **For Challenge 1.**

0 Points	8 Points	16 Points	20 Points
The solution cannot identify critical and non-critical loads.	The solution can only partially identify critical and non-critical loads.	The solution can identify critical and non-critical loads. .	The solution is not only able to identify critical and non-critical loads but can also provide recommendations of how to protect these loads during periods of loadshedding and power outages.

**B2. What is the impact of the proposed solution in terms of its potential to assist Mogale City in terms of optimising the use of renewable energy? For Challenge 2**

0 Points	20 Points	16 Points	20 Points
The proposed solution cannot optimise renewable energy utilisation	The proposed solution can only partially optimise renewable energy utilisation	The proposed solution can optimise utilization of renewable energy	The solution is not only able to optimise the utilisation of renewable energy but can also provide recommendations to the municipality for their broader energy transition plans.

**C. Partner Collaboration Strategy (maximum 20 points)**

**C.1 To what extent is the collaboration with Mogale City Local Municipality described in detail?**

0 Points	3 Points	8 Points	16 Points	20 Points
The collaboration with Mogale City Local municipality is not described.	The bidder has mentioned the municipality in the bid, but the collaboration process is not clearly defined.	The collaboration process has been described but the bidder does not have a good understanding	The collaboration process has been described and a good understanding of municipal processes	The collaboration process has been described, a good understanding of municipal processes has been describes and other factors that may influence the situation of the municipality in the future have also

		of municipal processes.	has been described.	been taken into account.
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**D. Feasibility & Implementation (maximum 20 points)**

D.1 Will piloting and testing the solution for a period of three (3) months produce data of the pilot measure and make data and results of the analyses available for dissemination?

0 Points	3 Points	6 Points	10 Points
It is not realistic that the bidder will be able to pilot and test the solution for a period of four months produce data of the pilot measure and make data and results of the analyses available for dissemination.	It is only realistic that the company will be able to produce preliminary data of the pilot measure and make data and results of the analyses available for dissemination after a piloting and testing period of four months.	It is realistic that the company will be able to introduce the produce almost the full data of the pilot measure and make data and results of the analyses available for dissemination after a piloting and testing period of four months.	It is realistic that the company will be able to produce the full data of the pilot measure and make data and results of the analyses available for dissemination after a piloting and testing period of four months.

D.2 How feasible is the solution (technical feasibility)?

0 Points	3 Points	6 Points	10 Points
The company's proposal does not make it credible that the solution can be launched and implemented.	From a technical point of view, the proposed solution can only be implemented to a very limited extent.	The proposed solution is very likely to be implemented and is technically feasible.	The proposed solution can be realistically implemented and is technically feasible.

**E. Scalability & Sustainability (maximum 20 Points)**

E.1 Beyond the immediate results of the solution, what are the scalability prospects for the solution?

0 Points	3 Points	6 Points	10 Points
There is no scaling potential beyond the immediate results, subject to this tender.	There is very limited scaling potential beyond the immediate results, subject to this tender.	Beyond the immediate results, subject to this tender, the solution promises the potential to be scaled flexibly in one of the following areas - user numbers, functionalities or geographical reach.	Beyond the immediate results, subject to this tender, the solution promises great potential to be scaled flexibly in terms of user numbers, functionalities and geographical reach.

E.2 After the successful adaptation of the solution, what are the sustainability prospects in terms of business model, maintenance required and possible alignment with the implementing partner's infrastructure?

0 Points	3 Points	6 Points	10 Points
The proposed solution cannot be sustainably operated in cooperation with the municipality's 's business model and maintenance requirements impede a successful operationalization and use by the partners involved in the future.	It is not clear if the proposed solution does have a clear trajectory of how it could be operated in cooperation with the municipality. Its business model and maintenance requirements could potentially impede a successful operationalization and use by the partners involved in the future.	The proposed solution suggests a possible trajectory of how it could be operated in cooperation with the partners involved in the future. Its business model and maintenance requirements are not likely to impede a successful operationalization and use by the partners involved.	The proposed solution suggests a clear trajectory of how it could be operated in cooperation with the partners involved in the future. Its business model and maintenance requirements do not impede a successful operationalization and use by the partners involved.

At the beginning of the programme, the institutions or locations of the pilots can be modified again in consultation with Mogale City, Tshimologong and GIZ SAGEN.

### 7.3. Financial Evaluation Criteria

#### F. Value for Money and Financial Feasibility (maximum 30 points)

##### F.1 How is the relation between the Impact (point B) and the financial offer?

0 Points	8 Points	16 Points	20 Points
The impact outlined under point B is in no relation to the budget proposed. The impact is too low in terms of budget proposed.	The impact outlined under point B makes it questionable if the proposed budget is adequate to achieve only the impact proposed.	The impact outlined under point B justifies partially the proposed budget, which is slightly too high for the impact achieved.	The impact outlined under point B justifies the proposed budget to launch the solution.

##### F.2 Is the solution financially feasible?

0 Points	4 Points	8 Points	10 Points
It is not realistic that the company will be able to introduce the solution with the foreseen budget.	It is only realistic that the company will be able to introduce a partial solution with the foreseen budget.	It is realistic that the company will be able to introduce the solution almost to its full potential with the budget foreseen.	It is realistic that the company will be able to introduce the solution with the budget foreseen.

## 7. Evaluation of bids

All eligible offers will be technically evaluated according to the criteria defined in Chapter 7 The technical evaluation of offers will be carried out by GIZ representatives.

**Evaluation process:** Offers are first evaluated on a technical basis (criteria A-E). GIZ will only consider offers that score **a minimum of 50 out of 100 points in the technical evaluation** (exclusion criteria). Offers **scoring 50 points or more will be evaluated financially**



**(criterion F).** Only offers that obtain a **minimum score of 20 out of 30 points in the financial evaluation will be considered** (exclusion criteria).

#### **8. Rights in the results of the services**

Unless otherwise agreed in the Contract, GIZ shall reserve shared user rights of the solution under this contract and during the pilot phase.

#### **9. Contract Duration and Payment**

Once a successful bidder is awarded a contract, the payment for the services provided will be made in four installments upon the successful completion of the deliverables per milestone. The duration of the program and for the contract is 6 months from contract start. The successful bidder is expected to ensure the functioning and maintenance of the solution and to provide the solution and all necessary support needed free of charge for the period from contract signature until December 2023 (expected to be 4 - 5months).

## 10. Milestones

Milestone	Deliverable	Indicative Due Date	Amount
1. Kick-Off Workshop	Presentation and documentation of solution and adaptation requirements	1 <sup>st</sup> Month of Program	25 % of contract value
	Agreed Pilot Plan		
	Agreed project KPIs		
	Installation/Integration		
	plan of the solution		
	Presentation of implementation ( numbers to be deployed, identified impact)		
2. Final Workshop	Solution successfully operated and maintained	5 <sup>th</sup> Month of the Program	25 % of contract value
	Presentation of results for dissemination		
	Participation in workshops presented and coordinated by Tshimologong		
3. Support with dissemination of pilot results	Results have been disseminated to prospective users	End of Contract	25 % of contract value

## 11. Mandatory Workshops and Mentorship

The bidders are expected to participate in the mandatory program throughout the duration of the project, this consists of workshops and mentorship sessions that will be individually tailored and presented by Tshimologong. Each of the workshops will require prior and post-workshop preparation.

## 12. Other Requirements

- Please submit your proposal (technical and price proposal) in separate files/folder to [ZA\\_Quotation@giz.de](mailto:ZA_Quotation@giz.de) no later than **18<sup>th</sup> August 2023** all documents must be in PDF.
- **Submission to any other email address may invalidate your bid.**
- Please do not mention any price for this measure on your cover letter/Technical proposal.
- Please submit your tax clearance certificate with the bidding documents.
- Please submit your price proposal in ZAR.
- Our General Terms of Conditions (attached) shall not be changed/amended should you be the winner of this tender. These General Terms and Conditions will form part of the contract should you be awarded this contract. By submitting your proposal, we will conclude that you have read and accepted these terms and conditions.
- Participating more than once in same tender is not allowed and it will lead to your proposal as well as that of the company where you appear more than once being disqualified. The responsibility rests with the companies to ensure that their partners/experts are not bidding/participating more than once in same tender.
- **Bidders are not allowed to communicate directly with any other person regarding this bid other than the procurement official/s. Failure to comply with this requirement may lead to your bid being disqualified.**
- Bidders must strictly avoid conflicts with other assignments or their own interests. Bidders found to have a conflict of interest shall be disqualified. Without limitation on the generality of the above, Bidders, and any of their affiliates, shall be considered to have a conflict of interest with one or more parties in this EOI and tender process, if they:
  - a) are or have been associated in the past, with a firm or any of its affiliates which have been engaged by GIZ or the Interim Supply Chain Management Council to provide services for the preparation of the design, specifications, Terms of Reference, cost analysis/estimation, and other documents to be used for the procurement of the services in this selection process;

- b) were involved in the preparation and/or design of the programme/project related to the services requested under this EOI and tender;
- c) are serving or have been serving in the past three months in the structures of the Interim Supply Chain Management; or
- d) are found to be in conflict for any other reason, as may be established by, or at the discretion of GIZ.

#### Scientific data

In the event of any uncertainty in the interpretation of a potential conflict of interest, Bidders must disclose to GIZ, and seek GIZ's confirmation on whether or not such a conflict exists.

- Similarly, the Bidders must disclose in their proposal their knowledge of the following:
  - a) if the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel are family members of GIZ staff involved in the procurement functions and/or the Interim SCM Council or any Implementing partner receiving services under this EOI or tender; and
  - b) all other circumstances that could potentially lead to actual or perceived conflict of interest, collusion or unfair competition practices.
- **Failure to disclose such an information may result in the rejection of the proposal or proposals affected by the non-disclosure.**
- **Bids sent via Dropbox and WeTransfer will not be accepted.**