



AVON PEAKING POWER
RELIABLE ELECTRICITY TO SOUTH AFRICA

REQUEST FOR PROPOSAL

(Open Tender)

Enterprise Development – Agriculture Project



DATE OF ISSUE	09 September 2022
CLOSING DATE	19 September 2022
CLOSING TIME	17:00 RSA time <i>Late bids will not be accepted for consideration</i>
PLACE OF SUBMISSION	via email
CONTACT DETAILS	Glynis Ganas Economic Development Cell: +27 (0) 76 207 2629 Email: Glynis.Ganas@peakers.com
BID VALIDITY PERIOD	6 months



Disclaimer

The information contained in this Request for Proposals (“RFP”) is confidential in nature. The bidders shall not share this information with any other party not connected with responding to this RFP. The information contained in this RFP or subsequently provided to bidder(s) whether verbally or in writing by or on behalf of Avon Peaking Power (Avon) shall be subject to the terms and conditions set out in this RFP and any other terms and conditions subject to when such Information is provided.

This RFP, incorporating all its attachments, has been produced by Avon for the sole purpose of soliciting bids for a supplier to provide the scope of works required to facilitate and support the development of businesses within the agriculture sector.

This RFP does not constitute an agreement and is not an offer by Avon to conclude an agreement, nor is it an invitation by Avon to any party other than the one that has been pre-qualified to submit the Bid. The purpose of this RFP is to provide information to the potential bidders to assist them in responding to this RFP. Though this RFP has been prepared with sufficient care to provide all the required information to the potential bidders, they may need more information than what has been provided. In such cases, the potential bidder is solely responsible to seek the information required from Avon who reserve the right to provide such additional information at its sole discretion.

Avon make no representation or warranty and shall incur no liability under any law, statute, rules or regulations on any claim the potential bidder may make in case of failure to understand the requirement and respond to the RFP. Avon may, in their absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP any time before the final bid submission. Avon may withdraw and terminate this RFP at any time prior to award to a preferred bidder.

Bidders shall be responsible for any and all costs, expenses and losses incurred by them in the preparation and submission of bids or otherwise in connection with this RFP. Avon will not compensate bidders for any such costs, expenses or losses, regardless of the outcome of the RFP.

The bidder accepts that Avon will notify an unsuccessful bidder that their bid was unsuccessful, but will not be under any obligation to provide reasons to the bidder.



1. Introduction

Avon is one of South Africa's first large privately-owned power generating plants initiated by the Department of Energy. The power generated by the open cycle gas turbine (OCGT) power plant supplies Eskom SOC LTD (Eskom) with electricity during peak demand times. The company contributes approximately 670MW power to help with energy security. The plant is located in iLembe District Municipality.

2. Background of the RFP

Avon understands the importance of Broad-Based Economic Empowerment (B-BBEE) and the value that it adds to community development, economic development, skills, supplier and enterprise development. Therefore, the Company aims to contribute towards economic prosperity, sustainable growth and skills development of youth in the communities surrounding the plant.

The company seeks to appoint a suitable implementation partner in respect of growth of sustainable rural enterprises in the agriculture sector to meet the objectives of its Enterprise Development program.

3. Purpose

To partner with a service provider that can undertake the scope of works required to facilitate and support the development of businesses within the agriculture sector and ensure:

- job creation.
- access to market.
- improved food security for the local community.
- develop a project model to meet Avon's objectives to develop a sustainable agriculture ecosystem in the immediate vicinity of the power plant.

The purpose of the programme is to support the national imperative of developing entrepreneurs in South Africa that will help grow the economy and create employment opportunities. The programme should therefore be designed to afford unemployed youth an opportunity to be integrated into the labour market and or to start their own enterprises.



It is the intention of Avon to embark on 3-year service level agreement with the preferred service provider, however it will be contingent on the outcomes of regular performance reviews.

4. Invitation for Proposal

All interested companies are invited to submit proposals in a format specified in this enquiry. However, tenderers are urged to submit additional information over and above the minimum and originally specified requirements.

4.1. Scope and Output

Service Providers are requested to submit proposals to respond to the following requirements:

- a) Identification of income generating activities, within the formal and informal economy in proximity of Avon.
- b) Demonstrate how they will implement a structured developmental program for local entrepreneurs or cooperatives.
- c) The program should ideally target SMME's who wish to expand their service offering; and entrepreneurs who can benefit from the Enterprise Development Program.
- d) Demonstrate the process/es utilised to identify beneficiaries.
- e) Initiating programmes focused on growing established / existing businesses sustainably.
- f) Skills transfer through industry specialists - ensuring that the beneficiaries can become sustainable and contribute to job creation.
- g) Provision of accredited coaching programmes for beneficiaries.
- h) Support compliance of SMME's by aiding SMME / Co-operative in respect of:
 - CIPC documentation, and assist SMMEs with BBBEE, Income Tax, UIF, VAT, PAYE.
 - Governance framework.
 - Licenses and permits (if required).
- i) Mentorship services in such areas as business planning; business registrations; contract management; marketing and costing, amongst others.
- j) Identifying commercial opportunities for SMME's, including the identifying of markets and facilitating market access for SMME's, exploiting existing value-chains through strategic partnering with commercial businesses.



- k) Ongoing Monitoring and Evaluation (M&E) and post programme assessment on the effectiveness and impact of the programme.

Overall, the proposal should demonstrate a customised approach specifically designed to meet the challenges of the region and the local economy. It should be noted that the call for proposals is focused on designing an Enterprise Development solution and not Skills Development. The focus is on impacting the local economy through developing sustainable business concepts and entrepreneurs.

4.2. Deliverables

- Assessment and review template/document that will be used to assess SMMEs.
- Customised programs for beneficiaries based on the assessment findings.
- Enterprise Development Contracts to be signed with beneficiaries.
- Project timelines and milestones.
- Monthly project progress updates
- Monitoring and evaluation reports, at a minimum, on a quarterly basis.
- Further recommendations of project enhancement where applicable.

4.3. Duration

It is expected that the services will be provided on an ongoing basis for a period of 3 years, which will be based on regular performance assessments. Termination clause applicable as per the Company's service level agreement.

4.4. Closing date

Proposals must be submitted on or before 17:00 on 19th of September 2022 to Glynis Ganas at Glynis.Ganas@peakers.com. **No late Proposals will be accepted.**

4.5. Proposal Framework

Each Proposal must address the criteria specified above with breakdown costing of each element and supporting documents as follows:



- Detailed and comprehensive proposal.
- Company profile.
- Company registration documents (CIPC).
- Minimum of 5 years' experience in related field.
- At least 2 references of similar assignments that the company has previously undertaken.
- A detailed CV and portfolio of the assigned consultant/s.
- B-BBEE certificate or valid affidavit.

4.6. Evaluation Criteria

- Proof of past experience in Enterprise/ Supplier Development, Feasibility Studies, business plan development / sourcing of funds and access to markets development / sourcing of funds and access to markets At least 5 years' experience is required.
- Value-adding initiatives – service providers are to include any value-adding initiatives/ recommendations.
- Price: A commercial proposal detailing cost implications and payment terms.
- Detailed skills and capacity of the staff to be deployed in the execution of the contract (outlining their skills sets/CVs).
- Detailed milestones and date of completion of service in line with the proposed contract period.
- B-BBEE status.

NB: Avon Peaking Power reserves the right to reject any Proposal, and shortlisted companies may be invited for a presentation with the Avon Peaking Power procurement adjudication team as standard service provider appointment procedure.

