

REQUEST FOR PROPOSAL

(Open Tender)

Supplier Development growth and funding program



DATE OF ISSUE	13 August 2021
CLOSING DATE	27 August 2021
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

1. 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 and Dedisa 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 and Dedisa Power for the sole purpose of soliciting bids for the supply of fuel to their facilities.

This RFP does not constitute an agreement and is not an offer by Avon and Dedisa to conclude an agreement, nor is it an invitation by Avon and Dedisa 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 and Dedisa who reserve the right to provide such additional information at its sole discretion.

Avon and Dedisa 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 and Dedisa 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 and Dedisa 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 and Dedisa will not compensate bidders for any such costs, expenses or losses, regardless of the outcome of the RFP.

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



2. Introduction

Avon and Dedisa Peaking Power plants are South Africa's first large privately-owned power generating plants initiated by the Department of Energy. The power generated by the two open cycle gas turbine (OCGT) power plants supplies Eskom SOC LTD (Eskom) with electricity during peak demand times. The two companies contribute in excess of 1000MW power to help with energy security. The plants are located in iLembe District Municipality and Nelson Mandela Municipality.

3. Background of the RFP

Avon and Dedisa Peaking Power (A&D) understand 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 its suppliers.

The company seeks to appoint a suitable implementation partner in order to compile, assess, evaluate and propose a 3-year Supplier Development program. This program is to be conducted with suppliers that are compliant with all legislative, governance and labour relations policies and further, has an established or proposed business plan showing their stretch growth targets for the short to medium term.

4. Purpose

To partner with a service provider that can undertake the scope of works required for the initialisation, compilation, execution and management of a 3-year Supplier Development program to achieve the goals and vision of sustainable growth within the selected Suppliers.

It is the intention of Avon and Dedisa to embark on 3-year supplier support program in order to assist the supplier entity towards their business growth plan achievement.

5. 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 originally specified requirements.



5.1. Scope and Output

The service provider shall be expected to provide Supplier development program as described in clause 3 above. The scope below is not exhaustive, and may evolve during the partnership. As such, the following minimum services will be expected:

5.1.1. Supplier contact and assessment

- Critical, objective review of current suppliers, considering all legislated and governance requirements, and verification the Black Ownership status.
- In depth and detailed analysis of the growth requirements of the selected and approved suppliers for the medium term (3 years).
- Recommendations to Avon and Dedisa on which suppliers meet the requirements to be onboarded onto the program.
- Results of the preceding assessment stages to be presented and packaged to Avon and Dedisa in a manner so as to clearly describe the entire project scope and plan

5.1.2. Supplier Development program execution

- To onboard the approved suppliers and ensure that the necessary contracts and documentation are in place.
- Propose the grant funding requirements and timelines of the approved suppliers.
- Propose milestones to unlock all subsequent phases of the supplier development program in terms of funding and all other assistance that is contained approved program.
- Overall responsibility and management of the program on behalf of Avon and Dedisa, while acting in a manner that is in accordance with all company policy and conduct guidelines.

5.1.3. Deliverables

- Assessment and review template/document that will be used to assess suppliers.
- Individualised, detailed programs for each supplier based on the assessment findings.
- Recommendations of suppliers based on results.
- Contracts/SLA's to be signed with prospective suppliers.
- Project timelines and milestones.
- Monitoring and evaluation reports, at a minimum, on a quarterly basis.
- Further recommendations of project enhancement where applicable.



5.1.4. Duration

It is expected that the services will be provided on an ongoing basis for a period of 3 years based on a project management fee per supplier onboarded. Termination clause applicable as per the Company's service level agreement.

5.2. Closing date

Proposals must be submitted on or before 17:00 on 27th August 2021 to Glynis Ganas at Glynis.Ganas@peakers.com. **No late Proposals will be accepted.**

5.3. Proposal Framework

For the purpose of evaluation, a separate proposal is required for each Company i.e.:

- Avon Peaking Power
- Dedisa Peaking Power

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

- Company profile with company registration documents (CIPC)
- Minimum of 5 years' experience in related field
- At least 3 references and budgets 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

5.4. Evaluation Criteria

- Technical Knowledge and skills
- Experience in Enterprise and Supplier development sector
- Cost of project / services
- B-BBEE status

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

