



SOUTH AFRICAN TOURISM

Delivered by e-mail

Date: 15 October 2021

RFQ/10/NCB/21

Dear Bidder

Subject Matter: RFQ for a Videographer and Photographer

The South African Tourism Board (South African Tourism) was established by section 2 of the Tourism Act No 72 of 1993 and continues to exist in terms of section 9 of the new Tourism Act No 3 of 2014. SA Tourism is a schedule 3 A Public Entity in terms of schedule 3 of the Public Finance Management Act 1 of 1999.

The mandate of South African Tourism in terms of the Tourism Act is to provide for the development and promotion of sustainable tourism for the benefit of the Republic, its residents and its visitors. It is common cause that tourism is a strategic industry in terms of the National Tourism Sector Strategy as it supports government objectives of alleviating the triple challenges of unemployment, poverty and inequality.

The scope of South African Tourism's business includes four (4) distinct areas of business focus and delivery, with different target markets and segments:

- I. International Leisure and Domestic Leisure Tourism (travel trade and consumer),
- II. Business events through the delivery unit the South African National Convention Bureau (Meetings, Incentives, Conferences, Exhibitions);
- III. Quality assurance of the tourism sector/industry through the delivery of both Visitor Experience and the Tourism Grading Council of South Africa.
- IV. Corporate - enhancing the South African Tourism brand.

Section 217 of the Constitution of the Republic of South Africa, 1996, prescribes that goods and services must be contracted through a system that is fair, equitable, transparent, competitive and cost-effective

and also confers a constitutional right on every potential supplier to offer goods and services to the public sector when needed.

The submission of proposals will be in terms of this document. All information requested, must be supplied and all annexures completed, whether such information or annexure refers to the eventual RFQ or not. This information will form part of the eventual RFQ and must therefore be completed, as there will not be an opportunity to do so later. Thus, it essential that the information supplied is both correct and true.

Having regard for the aforementioned SA Tourism is hereby extending an invitation to your firm, as part of a competitive bidding process, to submit a cost proposal for yearly access to a remuneration comparison portal that is constantly up to date.

SCOPE OF WORK

The SANCB will be hosting their 2nd National Association conference, The Environment Assessment Practitioners Association of South Africa (EAPASA) Conference that will be taking place from the 28-29 October 2021 in Phokeng, North West.

Brief

- A videographer and photographer is required to cover the activities of the conference and create an AV out of the footage that would have been generated during the conference
- They must be a 60 minutes' recap AV for each day and a 2-3 minutes final AV covering the whole event. Music will be provided by SA tourism
- The AV must showcase activities during the conference from arrival of delegates, attendants, social events/gala dinner and closing of the conference.
- The final AV must include short interviews of the following officials - SAT/SANCB, Host city, Association, delegates
- The AVs must have the SANCB logo at the end of each clip - a logo will be provided
- The hourly rate for services rendered as photographer and videographer to take place at Thaba legae guest lodge including evening social events
- Travel to the venue, any associated photo editing as well as any associated delivery fees must be included
- The delivery lead times, described in the number of working days after the day of the shoot must be explicitly detailed in the proposal
- Editing services must be included in the final delivery
- Bidder to provide individual access to photos and videos along with catalogued access the SANCB, EAPASA and attending delegates.
- The service provider must be strictly from Phokeng or Rustenburg area

1. Format of proposals

Bidders must complete and return all the necessary standard bidding documents (SBD's) attached to this request for financial proposals.

Bidders are advised that their proposals should be concise, written in plain English and simply presented in the same order as indicted below: -

- a) National Treasury Centralized Supplier Database (CSD) registration summary report with a valid tax status
- b) Valid certified copy of B-BBEE certificate or Sworn Affidavit - B-BBEE Exempted Micro Enterprise;
- c) Financial proposal to deliver the assignment including any other cost SA Tourism should be aware off for the successful completion of the assignment;
- d) Declaration of Interest - SBD 4;
- e) Preference Point Claim Form - SBD 6.1;
- f) Declaration of Bidder's Past Supply Chain Management Practices - SBD 8; and
- g) Independent Bid Determination - SBD 9.

2. Evaluation Method

The evaluation process of proposals will comprise of the following phases:

| Phase 1 Evaluation Administrative Requirements | Phase 2 Functionality Evaluation Criteria | Phase 3 Price and B-BBEE Evaluation. |
|---|---|--|
| <p>Compliance with administration and mandatory requirements.</p> <p>Bidders must submit all documents to proceed to Phase 2.</p> | <p>Bidder(s) are required to achieve a minimum threshold 70% to proceed to Phase 3 (Price and B-BBEE).</p> | <p>Suppliers that have successfully progressed through to Phase 2 will be evaluated in accordance with the 80/20 preference point system contemplated in the Preferential Procurement Policy Framework Act,2017</p> <p>80 points will be awarded for price while 20 points will be allocated for preference points</p> |

| | | |
|--|--|--|
| | | for BBEE as prescribed in the regulations. |
|--|--|--|

2.1. Points awarded for functionality:

| EVALUATION CRITERIA | Rating | | | | | Weight |
|--|--------|---|---|---|---|------------|
| | 1 | 2 | 3 | 4 | 5 | |
| The Bids will be evaluated on a scale of 1 - 5 in accordance with the criteria below. The rating will be as follows: 1 = Very poor, 2 = Poor, 3 = Good, 4 = Very good, 5 = Excellent | | | | | | |
| Visual appeal: Striking, modern, visually appealing photography and videography, including composition, choice of viewpoints, visual impact, creativity and quality Technical criteria: Detailed technical specifications for good photography and videography, including colour, contrast, lighting, focus/sharpness to be provided. All required equipment must form part of the proposal | | | | | | 40 |
| Portfolio of photography and videography, including business portraits, headshots, group photos, event or conference photos and videos | | | | | | 10 |
| Assigned photographer credentials and experience relevant to the scope of work under this RFQ: (cv of qualified photographer required) | | | | | | 25 |
| Feasibility of schedule to fulfill exercise with timelines | | | | | | 25 |
| TOTAL POINTS FOR FUNCTIONALITY | | | | | | 100 |
| A minimum threshold of 70% is applicable | | | | | | |

“functionality” means the measurement according to predetermined norms, as set out in the bid documents, of a service or commodity that is designed to be practical and useful, working or operating, taking into account, among other factors, the quality, reliability, viability and durability of a service and the technical capacity and ability of a bidder;

2.1.1 Bids will be evaluated strictly according to the bid evaluation criteria stipulated in this section.

2.1.2 Bidders must, as part of their bid documents, submit supportive documentation for all functional requirements as well as key considerations under section 1. The official responsible for scoring

the respective bids will evaluate and score all bids based on their submissions and the information provided

2.1.3 The score for functionality will be calculated as in terms of the table below where the SAT official will rate each individual criterion on the score sheet using the following value scale:

| Rating | Definition | Score |
|-----------------------------|---|----------|
| Excellent | Exceeds the requirement. Exceptional demonstration by the supplier of the relevant ability, understanding, experience, skills, resource and quality measures required to provide the goods / services. Response identifies factors that will offer potential value, with supporting evidence. | 5 |
| Good | Satisfies the requirement with minor additional benefits . Above average demonstration by the supplier of the relevant ability, understanding, experience, skills, resource and quality measures required to provide the goods / services. Response identifies factors that will offer potential required services, with supporting evidence. | 4 |
| Acceptable | Satisfies the requirement. Demonstration by the supplier of the relevant ability, understanding, experience, skills, resource, and quality measures required to provide the goods / services, with supporting evidence. | 3 |
| Minor Reservations | Satisfies the requirement with minor reservations . Some minor reservations of the supplier's relevant ability, understanding, experience, skills, resource and quality measures required to provide the goods / services, with little or no supporting evidence. | 2 |
| Serious Reservations | Satisfies the requirement with major reservations . Considerable reservations of the supplier's relevant ability, understanding, experience, skills, resource and quality measures required to provide the goods / services, with little or no supporting evidence. | 1 |

| | | |
|---------------------|--|----------|
| Unacceptable | Does not meet the requirement. Does not comply and/or insufficient information provided to demonstrate that the supplier has the ability, understanding, experience, skills, resource & quality measures required to provide the goods / services, with little or no supporting evidence. | 0 |
|---------------------|--|----------|

2.1.4. The value scored for each criterion will be multiplied with the specified weighting for the relevant criterion to obtain the marks scored for each criterion. These scores will be added and expressed as a fraction of the best possible score for all criteria.

2.1.5. The proposal from the bidder which meets the highest score for functionality will be deemed the preferred proposal.

2.2 Awarding of Points for Price and Broad-Based Black Economic Empowerment.

The bidders that have successfully progressed through to Phase 3 (bidders who meets the minimum threshold for functionality of 70%) will be evaluated in accordance with the 80/20 preference point system contemplated in the Preferential Procurement Policy Framework Act, 2000 and the Preferential Procurement Regulations of 2017.

80 points will be awarded for price while 20 points will be allocated for preference points for BBEE as prescribed in the regulations.

Points for B-BBEE level of contribution will be awarded in accordance with the below table: -

| B-BBEE Status Level of Contributor | Number of Points |
|---|-------------------------|
| 1 | 20 |
| 2 | 18 |
| 3 | 14 |
| 4 | 12 |
| 5 | 8 |
| 6 | 6 |
| 7 | 4 |
| 8 | 2 |
| Non-compliant contributor | 0 |

Bidders are required to submit proof of B-BBEE Status Level of contributor. Proof includes original and valid B-BBEE Status Level Verification Certificates issued by a SANAS credited agency or certified copies thereof together with their price quotations, to substantiate their B-BBEE rating claims.

In terms of the Generic Codes of Good Practice, an enterprise including a sole propriety with annual total revenue of R10 million or less qualifies as an EME. An EME is required to submit a sworn affidavit confirming their annual total revenue of R10 million or less and level of black ownership to claim points as prescribed by regulation 6 and 7 of the Preferential Procurement Regulations 2017.

The Codes define a QSE as any enterprise with annual total revenue of between R10 million and R50 million. A QSE is required to submit a sworn affidavit confirming their annual total revenue of between R10 million and R50 million and level of black ownership or a B-BBEE level verification certificate to claim points as prescribed by regulation 6 and 7 of the Preferential Procurement Regulations 2017.

Bidders who do not submit B-BBEE Status Level Verification Certificates or Sworn affidavits, in the case of EME's and QSE's, or who are non-compliant contributors to B-BBEE do not qualify for preference points for B-BBEE but will not be disqualified from the bidding process. They will score points out of 80 for price only and zero (0) points out of 20 for B-BBEE.

3. National Treasury Centralized Supplier Registration and B-BBEE Certificates.

All bid submissions must include a copy of successful registration on National Treasury's Centralized Supplier Database (CSD) with a valid tax clearance status and an original or certified copy of a B-BBEE verification certificate (if you have been assessed).

Proposals which does not include these documents will not be considered.

4. Deadline for submission

All proposals must be e-mailed, in PDF format, to quotes@southafrica.net no later than **12h00pm on Friday, 22 October 2021** and should remain valid for at least 1 month after the closing date.

Proposals submitted after the closing date and time will be not considered.

5. Confidentiality

The request for a technical and cost proposal and all related information shall be held in strict confidence by bidders and usage of such information shall be limited to the preparation of the bid. All bidders are bound by a confidentiality agreement preventing the unauthorized disclosure of any information regarding SA Tourism or of its activities to any other organization or individual.

The bidders may not disclose any information, documentation or products to other clients without written approval of SA Tourism.

6. Terms of engagement

Prior to commencing with the assignment, the successful bidder will be required to meet with the Mr. Sandile Jwili to align the final statement of work (SOW) and criteria for approval.

7. Payments

No advance payments will be made in respect of this assignment. Payments shall be made in terms of the deliverables as agreed upon and shall be made strictly in accordance with the prescripts of the PFMA (Public Finance Management Act, 1999. Act 1 of 1999).

The successful bidder shall after completion of the contract, invoice SA Tourism for the services rendered. No payment will be made to the successful bidder unless an invoice complying with section 20 of VAT Act No 89 of 1991 has been submitted to SA Tourism.

Payment shall be made into the bidder's bank account normally 30 days after receipt of an acceptable, valid invoice. The bidder must ensure that their banking details are verified on the CSD report.

8. Non-compliance with delivery terms

The successful bidder must ensure that the work is confined to the scope as defined and agreed to. As soon as it becomes known to the bidder that they will not be able to deliver the services within the delivery period and/or against the quoted price and/or as specified, SA Tourism' must be given immediate written notice to this effect.

9. Cost

The bidder will bear all the costs associated with the preparation of the response and no costs or expenses incurred by the bidder will be borne by SA Tourism.

10. Cancellation of the request for a technical and cost proposal

SA Tourism may, prior to the award of the bid, have the right to cancel the bid if:

- (a) Due to changed circumstances, there is no longer a need for the service; or
- (b) Funds are no longer available to cover the part and/or total envisaged expenditure; or (c) No acceptable bids are received.

SA Tourism reserves the right to withdraw this request for technical and cost proposals, to amend the term or to postpone this work by email notice to all parties who have received this request.

11. Clarification.

Any clarification required by a bidder regarding the meaning or interpretation of the Terms of Reference, or any other aspect concerning this request for technical and cost proposals, is to be requested in writing from the Sourcing Specialist.

Thanking you and looking forward to your proposal in this regard.

Yours in Tourism

Lerato Dlamini

Email: quotes@southafrica.net

Telephone: 0748422851