

# SOUTH AFRICAN REVENUE SERVICE REQUEST FOR PROPOSAL

## RFP 36/2025

THE ESTABLISHMENT OF A PANEL FOR PRINTING, LABELLING, PACKAGING AND DISTRIBUTION OF COMMUNICATION MATERIAL SERVICES TO SARS

## **MAIN RFP DOCUMENT**

INSTRUCTIONS, GUIDELINES, AND CONDITIONS OF TENDER



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#### REQUEST FOR PROPOSAL

## **Summary, Guidelines, Conditions and Instructions**

#### 1. PURPOSE OF THIS REQUEST FOR PROPOSAL

The purpose of this Request for Proposal (RFP) is for the South African Revenue Service (SARS) to invite suitably qualified service providers (bidders) to submit proposals (tenders) in accordance with the rules set out in this RFP for the establishment of a panel for printing, labelling, packaging and distribution of communication material services to SARS.

#### 2. OVERVIEW OF SARS' REQUIREMENTS

#### 2.1 SUMMARY OF THE SCOPE

The scope of work and the required services are detailed in the Business Requirements Specification (BRS) document that form an integral part of RFP 36/2025. Refer to Annexure A.

#### 2.2 BACKGROUND

Printing of taxpayer education and information material is an important aspect of the South African Revenue Service's (SARS) marketing and communication strategy and is a platform which the organisation uses to reach taxpayers and employees about important issues.

In addition, a supplier's premises will have to conform to strict security requirements, accredited by Printing SA (Print Secure – General Security Printing Accreditation). This high security lock-off area is required when confidential content inside these premises will need to be printed under embargo. Certain products namely: Budget Speech, launch of filing season, and special ad hoc products are printed under embargo and only released after the embargo has been lifted.

#### 2.3 Conditions Applicable to Appointment

The appointment of service providers to the SARS panel for printing, labelling, packaging and distribution of communication material services is on a non-exclusive basis. SARS does not guarantee that successful bidders will receive work during their appointment term. When SARS requires printing, labelling, packaging and distribution of communication material services to, as described in this Request for Proposal, SARS will invite successful bidders on the panel on an as and when required basis to bid through a Request for Quotations [RFQ] process referred to hereinafter as RFX.



## 3. STRUCTURE OF THE RFP PACK

## 3.1 STRUCTURE

This RFP pack is organised in 5 (five) sections consisting of one or more documents in each section.

Table 3A: RFP pack outline and contents

Section	Index	Description of section contents		
1	Main RFP  Document	Documents detailing the main RFP guidelines, instructions, conditions and documents necessary for a bidder to submit a proposal.		
2	Business Requirements Specification	Document(s) outlining the business requirements specifications, mandatory requirements and other information required by a bidder to submit a proposal.		
3	SBD Documents	Standard Bid Documents (SBDs) and other administrative documents that are required by National Treasury and SARS Procurement to be read, completed, and returned as part of a bidder's proposal.		
4	Contract management	The General Conditions of Contract (GCC) and proposed Master Services Agreement (MSA) under which SARS wishes to contract the services.  Where applicable, response templates that are required to be completed and returned as part of a bidder's proposal.		
5	Response templates			

## 4. KEY ACTIVITIES AND DATES

The table below lists certain key dates and activities relevant from the time of issue of the RFP up to and until the closing date:

Table 4A: Key activities and dates

No.	Activity	Date / Time / Details
1.	Bid Number:	RFP 36 /2025
2.	Description:	Establishment of a panel for printing, labelling, packaging and distribution of communication material services to SARS



No.	Activity	Date / Time / Details	
3.	Duration of contract:	The successful bidder will be appointed for a <b>period of thirty-six (36) months</b> , subject to SARS's terms and conditions	
4.	Validity period of proposals:	Bids submitted will be valid for a period of 180 calendardays from closing date. SARS may however, subject to the bidders' consent, extend the validity period prior to expiry thereof.	
5.	Advertisement of the RFP:	<ul> <li>a) National Treasury e-Tender Portal: 07 November 2025</li> <li>b) SARS website: 07 November 2025</li> </ul>	
6.	RFP pack (complete set of bid documents) available for download from National Treasury e-Tender Portal and SARS website:	07 November 2025	
7.	Virtual briefing session date and registration:	A non-compulsory briefing session will be held on 13 November 2025 at 11H00 virtually via Microsoft Teams meeting and can be accessed at the following link:  Join the meeting now  Meeting ID: 356 429 732 639 2  Passcode: LK9Ur7KE	
8.	Bidders to submit written questions only during this period:	07 November - 17 November 2025	
9.	SARS to respond to bidders' written questions on or before:	18 November 2025	
10.	CLOSING DATE AND TIME (proposals due):	05 December 2025 at 11:00 South African time	



All dates and times in this RFP are South African Standard Time. The establishment of a time or date in this RFP does not create an obligation on the part of SARS to take any action or create any right or expectation in any way for any bidder to demand that any action be taken on the date established, or on any other date. A bidder accepts that if SARS extends the deadline (closing date) for proposal submissions for any reason whatsoever, the requirements of this RFP will apply equally to the extended deadline.

#### 5. COMMUNICATION

All communication to SARS must be addressed to the SARS Tender Office, through this email address <a href="mailto:tenderoffice@sars.gov.za">tenderoffice@sars.gov.za</a>, and must contain a clear reference to this RFP. Correspondence sent by SARS must only be regarded as official communication if sent from <a href="mailto:tenderoffice@sars.gov.za">tenderoffice@sars.gov.za</a>, or accompanied by a letter of authorisation signed by the SARS Procurement Executive.

A bidder may only correspond with SARS regarding this RFP through the official contact provided in this document. SARS may, at its sole discretion, disqualify a bidder if the bidder communicates or attempts to communicate any information regarding this RFP to any of SARS's employees; officials; or any third parties involved in the preparation, evaluation, or award of the RFP other than through the official contact provided.

#### 6. TENDER PREPARATION AND SUBMISSION

#### 6.1 INTRODUCTION

SARS has a detailed evaluation methodology premised on Treasury Regulation 16A3 promulgated under section 76 of the Public Finance Management Act, 1999 (Act No. 1 of 1999), which prescribes that SARS' procurement processes be:

- economical, efficient, fair, equitable, transparent, competitive and cost effective; and
- consistent with the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000), its Regulations, and the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003).

## 6.2 QUESTION AND ANSWER PROCESS

A bidder may submit questions to SARS as part of the question-and-answer process to gain full understanding of any aspect of the RFP that is not clear to the bidder, during the stipulated period.



On the dates provided in paragraph 4, SARS will receive written questions by bidders through the official contact provided in this document. SARS will respond to these questions, however, is not obliged to respond to a question which in SARS's opinion is inappropriate and does not reasonably warrant an answer. The questions and answers will be published on the National Treasury e-Tender Portal and the SARS website. The identity of a bidder who has directed a question to SARS will not be disclosed by SARS in such responses.

SARS may issue updated versions of documents issued in the RFP pack and/or may issue additional documentation to form part of the RFP pack. Such re-issued or additional documentation will be published on the National Treasury e-Tender Portal and SARS website. It is the bidder's responsibility to visit the National Treasury e-Tender Portal and SARS website at regular intervals to ensure that a bidder uses the latest versions of documents in the RFP pack.

The National Treasury e-Tender Portal must be treated as the primary means of communication. In the event of any other communication that conflicts with communications posted on the National Treasury e-Tender Portal, the National Treasury e-Tender Portal communication will prevail.

#### 6.3 CENTRAL SUPPLIER DATABASE

All bidders wishing to do business with SARS must register on the Government's Central Supplier Database (CSD) at www.CSD.gov.za, and to include in their submission their CSD Master Registration Number. The recommended bidder(s) must be registered on the CSD prior to an award letter / purchase order / signed contract being issued.

Foreign suppliers with neither South African tax obligations nor history of doing business in South Africa must complete the questionnaire on the Standard Bidding Document (SBD) 1.

#### 6.4 PROPOSAL SUBMISSION

For this RFP, SARS will accept proposal submissions in the form of physical proposal submissions, either deposited in the SARS tender box or posted to the SARS Tender Office.

The physical proposal submissions must be deposited before the closing date and time, in the SARS tender box, situated at the main entrance at the following address:

Procurement Tender Office,

Lehae La SARS,

299 Bronkhorst Street, Nieuw Muckleneuk, Brooklyn, Pretoria, 0181.



- 6.4.1 The proposals may also be couriered to the address provided in the afore-mentioned paragraph.
- 6.4.2 Proposals will only be considered if received by the SARS Tender Office before the closing date and time, regardless of the method used.
- 6.4.3 Late proposals will not be accepted.
- 6.4.4 The onus is on the bidder to ensure that its proposal submission and documentation received by SARS in this bid are submitted timeously and are accurate and complete. Failure by any bidder to discharge this onus will result in proposal submissions being disqualified for consideration.

#### 6.5 INSTRUCTION FOR SUBMITTING A PROPOSAL

This section details the instructions to bidders for preparing a proposal in response to this RFP, which must be followed in detail to enable the information contained in a bidder's proposal to be read, understood and evaluated in a common and consistent layout, and to ensure that the information submitted is correct, complete and well structured. Should a proposal be received that is not in the correct format, SARS reserves the right to disqualify the entire proposal or portions of the proposal depending on the extent of the deviation from the format described in this document.

All proposals and supporting documentation must be submitted in English.

A bidder's proposal is required to be submitted in two forms:

Hardcopy submission	One (1) hardcopy submission clearly marked.  A "hardcopy submission" means an A4 ring bound lever arch file.
Electronic submission	One (1) electronic submission of a complete copy of the hardcopy submission.  An "electronic submission" means a memory stick (USB stick) containing a complete copy of the hardcopy submission. The onus is on the bidder to ensure that the electronic submission submitted is a complete copy of the hardcopy submission.



- 6.5.1 The hardcopy and electronic submission must be marked and labelled correctly, and must be outer sealed, wrapped and packaged, for ease of reference during the evaluation process.
- 6.5.2 A bidder is required to submit the contents of its submission (hardcopy and electronic) in the following format:

Table 6A: Format and organisation of proposal

Files		Section	Responses
		1	<ul> <li>Prequalification documents (SBD and other documents), excluding SBD 6.1 Preference point claim form.</li> </ul>
Technical	RFP reference     Description	2	Supporting documents to be provided for all Requirements.
Proposal	• Bidder name 3	Company Profile     Supplementary information	
		4	Draft MSA

#### 7. EVALUATION OF PROPOSALS

#### 7.1 PROCESS AFTER THE CLOSING DATE

After the closing date and time SARS, will evaluate the proposals with reference to SARS' evaluation criteria. SARS reserves the right to employ subject matter experts to assist in performing such evaluations.

## 7.2 PREQUALIFICATION EVALUATION PROCESS (GATE 0)

SARS has defined minimum administrative prequalification criteria that must be met by a bidder. The table below contains the administrative prequalification documents that are required as part of a bidder's proposal, which must be completed and signed by the duly authorised representative of the prospective bidder(s).

Where a bidder's proposal fails to comply fully with any of the prequalification criteria, SARS may at its discretion allow the bidder an opportunity to submit and/or supplement the information and/or documentation provided within a grace period of seven (7) working days or such alternative period as SARS may determine to achieve full compliance with these criteria before disqualifying the bidder.



SARS will disqualify a bidder who does not achieve full compliance of the prequalification Standard Bidding Documents (SBD) after the grace period provided by SARS.

Table 7A: Prequalification criteria

#	Prequalification documents to be submitted	Instructions	Non-submission will result in disqualification?
1.	SBD 1: Invitation to bid form	Bidder to complete and sign the supplied pro forma document.	YES
2.	SBD 4: Bidder's Disclosure	Bidder to complete and sign the supplied pro forma document.	YES
3.	SBD 6.1: Preference points claim form	Bidder to complete and sign the supplied pro forma document, to claim the points for B-BBEE / specific goals.	NO Non-submission will lead to a zero score on B-BBEE / specific goals.
4.	Proof of registration on the Central Supplier Database (CSD)	Bidder to submit the proof of registration on CSD.	NO However, a bidder must be registered on CSD in order to be considered for award.
5.	General Conditions of Contract (GCC) and draft MSA	Bidder to sign the supplied pro forma GCC.  Bidder to indicate their acceptance of the terms and conditions set out in the draft MSA in their bid proposal covering letter.	NO The recommended bidder(s) will be required to sign the applicable MSA on award.
6.	A complete set of three (3) most recent years annual financial statements	Submit complete sets of three (3) most recent years annual financial statements in accordance with the requirements of the Financial Risk Analysis paragraph as detailed in this RFP.	NO



## 7.3 MANDATORY EVALUATION PROCESS (GATE 1)

Only Bidders that have met the prequalification criteria in Gate 0 will be evaluated in Gate 1 for mandatory evaluation. The table below contains the mandatory evaluation criteria.

#	Mandatory evaluation criteria	Bidder to submit as proof
1.	Valid proof of accreditation by Printing SA for Print Secure Printing	The Bidder must supply valid proof of accreditation by Printing SA for Print Secure Printing.

Only bidder(s) that have met mandatory requirements in Gate 1 will be evaluated in Gate 2 for functionality/ technical criteria.

## 7.4 TECHNICAL EVALUATION PROCESS (GATE 2)

Only bidder(s) that have met the mandatory requirements in Gate 1 will be evaluated in Gate 2 for functionality/ technical criteria. Note that this document aids as a guideline on the points to be scored for these elements, and this document is ONLY to be scored by the SARS Technical Evaluators based on the extensive information provided in the proposal submission.

Only Bidders that have obtained a minimum threshold of **70** out of 100 points will be shortlisted to the panel.



	Criteria	Weight	Model Answer
1	Company Profile and Experience	2	
1.1	<ul> <li>The bidder(s) must provide a comprehensive company profile detailing:</li> <li>Company has ten (10) years' experience in printing, labelling, packaging and distribution.</li> <li>The bidder must submit a comprehensive company profile that includes:</li> <li>A minimum of ten (10) years of proven experience in printing, labelling, and distribution services.</li> </ul>	2	The bidder has provided:  • Bidder has a minimum of 10 years' experience in printing, labelling, packaging and distribution = 2  • No information provided / Less than 10 years = 0
2.	Resources	10	
2.1	<ul> <li>The bidder(s) must provide full contact details of a Key Account Manager, with a minimum of three (3) years of experience in printing labeling, packaging and distribution who will be assigned to SARS including a one-page curriculum vitae (CV), containing his/her qualifications (certified copies of certificates are required).</li> <li>(N.B. Each CV required in this scorecard must be signed by both the Bidder's authorised representative and the relevant resource to confirm its accuracy and completeness.)</li> </ul>	2	The bidder has provided:  • full contact details of the Key Account Manager, with a minimum of three (3) years' experience printing, labelling, packaging and distribution, who will be assigned to SARS including a one-page CV, containing his/her qualifications (certified copy of certificates attached) = 2



	Criteria	Weight	Model Answer
2.2	The bidder(s) must provide minimum of three Lithographic Printers / Press Operators with a minimum of three years of proven experience in lithographic printing.	8	<ul> <li>No information provided, incomplete information, irrelevant information and/or if the CV is not signed by both the Bidder's authorised representative and the relevant resource = 0</li> <li>Bidder has provided the following:         <ul> <li>Three (3) Lithographic Printers / Press Operators with a minimum of three (3) years of proven experience in lithographic printing = 8</li> <li>Two (2) Lithographic Printers / Press Operators with a minimum of three (3) years of proven experience in lithographic printing = 5</li> <li>One (1) Lithographic Printers / Press Operators with a minimum of three (3) years of proven experience in lithographic printing = 3</li> <li>No information provided, incomplete information and/or irrelevant information = 0</li> </ul> </li> </ul>
3.	Samples and Output Quality	20	
3.1	The bidder(s) must provide three (3) printed samples with different finishes e.g. Annual report / brochure / leaflet / poster).	10	<ul> <li>The bidder(s) has provided three (3) printed samples with different finishes e.g.         Annual report / brochure / leaflet / poster) = 10     </li> <li>No information provided, incomplete information and/or irrelevant information = 0</li> </ul>



	Criteria	Weight	Model Answer
3.2	The bidder(s) must provide samples showcasing advanced finishing capabilities (matt lamination, raised varnish, glitter varnish, foiling, etc.).	5	<ul> <li>Bidder has provided the following:</li> <li>Samples showcasing advanced finishing capabilities (matt lamination, raised varnish, glitter varnish, foiling, etc. = 5</li> <li>No information provided, incomplete information and/or irrelevant information = 0</li> </ul>
3.3	The bidder(s) must provide samples of finishing, cutting, binding (saddle stitch, perfect binding, PUR binding, case binding), packing, and labelling department.	5	<ul> <li>Bidder has provided the following:</li> <li>Samples of finishing, cutting, binding (saddle stitch, perfect binding, PUR binding, case binding), packing, and labelling department = 5</li> <li>No information provided, incomplete information and/or irrelevant information = 0</li> </ul>
4	Accreditation	3	
4.1	The bidder(s) must submit valid proof of ISO 12647 certification issued by an accredited certification body recognized by the South African National Accreditation System (SANAS).	3	<ul> <li>The bidder(s) has provided valid proof of ISO 12647 certification issued by an accredited certification body recognized by the South African National Accreditation System (SANAS) = 3</li> <li>No information provided, incomplete information and/or irrelevant information = 0</li> </ul>
6	Packaging	5	
6.1	The Bidder(s) must provide Photographic Evidence: Images of packaging with barcodes, batch numbers.	5	The Bidder has provided Photographic Evidence: Images of packaging with barcodes and batch numbers = 5



	Criteria	Weight	Model Answer
7	Testimonial	10	No information provided, incomplete information and/or irrelevant information = 0
7.1	Bidders are required to submit testimonials (not older than 5 years) from only two (2) clients similar services were provided. Refer to Annexure B which must be completed by the Bidder's Clients. Each testimonial must include but not be limited to:  • Client name; • Contact person, phone number, email address, company business address; • A brief description of the full services rendered • Level of satisfaction; • Quality standards; • Reliability in meeting deadlines and urgent requests; • Compliance with security and confidentiality requirements; and • Work was completed successfully on time.	2	Bidder has submitted signed testimonials (not older than 5 years) from only two (2) clients, where similar services were provided. Each testimonial must include but not be limited to:  • Client name;  • Contact person, phone number, company business address;  • A brief description of full services rendered;  NB:  • The above is not evaluated but must be provided. If they are not provided bidder will score 0 for the specific testimonial  • If description of the service rendered is not aligned to the SARS required services, bidder will get 0 points for the specific testimonial.  • Bidder will get maximum of 2 points per relevant testimonial  Level of satisfaction  • Good = 1 points per testimonial
	Notes:		<ul> <li>Average = 0.5 points per testimonial</li> <li>No information provided / Poor = 0</li> </ul>



	Criteria	Weight	Model Answer
	<ul> <li>Annexure B may be copied to the client's company letterhead or authenticated with a company stamp.</li> <li>It is important to keep SARS format of questionnaire.</li> <li>SARS reserves the right to contact the clients for a reference check. It is important to ensure that the clients are contactable.</li> </ul>	2	Quality standards (print quality, accuracy, finishing)  • Good = 1 points per testimonial  • Average = 0.5 points per testimonial  • No information provided / Poor = 0
		2	Reliability in meeting deadlines and urgent requests  • Good = 1 points per testimonial  • Average = 0.5 points per testimonial  • No information provided / Poor = 0
		2	Compliance with security and confidentiality requirements     Yes = 1 point per testimonial     No information provided / No = 0
		2	Work was completed successfully, on time  • Yes = 1 point per testimonial  • No information provided / No = 0



	Criteria	Weight	Model Answer
	TOTAL (Desktop Evaluation)	50	
8	SITE VISIT	50	
8.1	A site inspection will be conducted at the bidder's premises to verify that the required Physical and Information Security elements are in place, including but not limited to:  24/7 Security officers on site.  Electronic access control.  Electric fencing on perimeter.  Turnstiles & boom gates with access control.  Generator for full operational support.  Alarm & panic system with armed response.  CCTV system with fulltime on-site live monitoring, recording and retrieval capabilities.	26	The bidder has demonstrated functionality of the following during the site inspection:  24/7 Security officers on site  Duty roster, physical presence =2  Electronic access control  System demo, access logs =2  Electric fencing on perimeter.  Physical inspection=2  Turnstiles & boom gates with access control.  Demonstration of the functionality =2  Generator for full operational support.  Test run= 4  Alarm & panic system with armed response.  Live test, contract=2  CCTV system with fulltime on-site live monitoring, recording and retrieval capabilities.  Demo of live feed & playback= 4



	Criteria	Weight	Model Answer
	<ul> <li>Security vetting and clearance of all relevant staff working on jobs under embargo.</li> <li>Secure shredding facilities for unused/defective SARS documents.</li> </ul>		<ul> <li>Security vetting and clearance of all relevant staff working on jobs under embargo.         <ul> <li>Clearance records= 4</li> </ul> </li> <li>Secure shredding facilities for unused/defective SARS documents.         <ul> <li>Equipment demo, disposal logs= 4</li> </ul> </li> <li>No equipment /not functioning information provided, incomplete information and/or irrelevant information = 0</li> </ul>
8.2	During the site inspection, the bidder(s) must present all lithographic and digital large-format printing presses currently in operation. The bidder(s) must also conduct a live demonstration to confirm that the presses are fully operational.  The list must include, at a minimum, the following information for each press:  • Make (manufacturer)  • Model	10	The bidder has presented all lithographic and digital large-format printing presses currently in operation and has conducted a live demonstration to confirm that the presses are fully operational.  Make (manufacturer) = 2  Model = 2  Year of manufacture = 2  Production capacity (e.g., sheets per hour, square meters per hour, or equivalent measure) = 4
	<ul> <li>Year of manufacture</li> <li>Production capacity (e.g. sheets per hour, square meters per hour, or equivalent measure)</li> </ul>		Evaluation points will be awarded solely for machines that are confirmed to be in proper working condition  Not working and/or faulty machines, No information provided, incomplete information and/or irrelevant information=0



	Criteria	Weight	Model Answer
	Note: During the site inspection, bidders must make all listed equipment available for verification. Evaluators will confirm the existence, condition, and operational status of the presses. Bidders should anticipate that a live demonstration will be required to validate the declared capacity.		
8.3	During the site inspection, the bidder(s) must present both fabric and paper samples, and must submit these samples in different sizes, including A4, A3, A2, and poster size.  Material Quality  • Fabric: Assess thickness, weave, durability, and suitability for large-format printing (e.g., banners, flags).  • Paper: Check Grams per Square Meter (GSM) (weight), finish (gloss, matte, uncoated), and consistency across sheets.  Print Quality  • Color accuracy: Compare colors against a standard (e.g., Pantone).  • Sharpness and resolution: Look for clarity in text, logos, and images.		<ul> <li>The bidder has presented the following:</li> <li>The bidder has presented fabric samples in different sizes, including A4, A3, A2, and poster size= 2</li> <li>No information provided, incomplete information and/or irrelevant information=0</li> <li>The bidder has presented paper samples in different sizes, including A4, A3, A2, and poster size= 2</li> <li>No information provided, incomplete information and/or irrelevant information=0</li> <li>Both fabric and paper samples in different sizes meet the following:</li> <li>Material Quality</li> <li>Fabric:  Assess thickness, weave, durability, and suitability for large-format printing (e.g., banners, flags).</li> </ul>
	Ink adhesion: Ensure no smudging, fading, or peeling.		<ul> <li>The fabric meets all abovementioned =2</li> <li>No information provided, incomplete information and/or irrelevant information=0</li> </ul>



Criteria	Weight	Model Answer
Consistency: Check that quality is uniform across different sizes and substrates      Durability     Resistance to tearing, fading, folding, or curling.  TOTAL	100	<ul> <li>Paper         <ul> <li>Check GSM (weight), finish (gloss, matte, uncoated), and consistency across sheets.</li> </ul> </li> <li>Bidders meet all abovementioned requirements=2</li> <li>No information provided, incomplete information and/or irrelevant information = 0</li> <li>Print Quality</li> </ul> <li>Color accuracy: Compare colors against a standard (e.g., Pantone).</li> <li>Sharpness and resolution: Look for clarity in text, logos, and images.</li> <li>Ink adhesion: Ensure no smudging, fading, or peeling.</li> <li>Consistency: Check that quality is uniform across different sizes and substrates</li> <li>Bidders meet all abovementioned requirements=4</li> <li>No information provided, incomplete information and/or irrelevant information = 0</li> <li>Durability</li> <li>Check resistance to tearing, fading, folding, or curling.</li> <li>Bidders meet all abovementioned requirements=2</li> <li>No information provided, incomplete information and/or irrelevant information = 0</li>
TOTAL	100	



#### 7.5 PRICE AND B-BBEE/SPECIFIC GOALS EVALUATION (GATE 2)

Pricing and BBBEE will not be evaluated for the establishment of the panel however will be conducted at the RFX stage post the establishment of the panel.

#### 7.6 FINANCIAL RISK ANALYSIS

Financial analysis will not be conducted for the establishment of the panel however will be conducted at the RFX stage post the establishment of the panel.

#### 7.7 RECOMMENDED BIDDERS' DUE DILIGENCE AND RISK ASSESSMENT PRIOR TO AWARD

- 7.7.1 SARS has a legal and moral obligation to ensure that a supplier's financial position does not place public money or services at unacceptable risks and will therefore perform due diligence and risk assessment of recommended bidder(s)' prior to award.
- 7.7.2 As part of due diligence and risk assessment, the bidder must ensure that the bidder is complying to all regulatory prescripts, including industry regulations specific to the commodity/services procuring, that are applicable to this tender, as well as ethical business practices. SARS has the right to request evidence of this compliance from the bidder, and third parties, for purposes of the due diligence exercise and for audit or contracting arrangements.
- 7.7.3 In the event that a due diligence exercise reveals that a recommended bidder does not comply with SARS' risk appetite or compliance requirements then SARS has the right not to make an award to the recommended bidder.
- 7.7.4 The recommended bidder(s) will be required to consent in the agreement to continuous and in-depth due diligence to ensure ethical business practices throughout the term of the tender.

#### 7.8 PROPOSED LEGAL AGREEMENT

- 7.8.1 Should an award be made to a bidder under this RFP, SARS and such bidder must conclude a written MSA within the number of days stipulated in the letter of award.
- 7.8.2 If the recommended bidder(s) fails to sign the proposed MSA within the time frame stipulated, SARS reserves the right to:
  - cancel the award to the recommended bidder; or
  - take any other action SARS deems reasonable and appropriate.
- 7.8.3 Upon award, SARS and the successful bidders will conclude the MSA. In this regard:
  - The draft MSA constitutes the specialised terms and conditions upon which SARS is prepared to contractually engage the prospective Bidder(s) to render the services under this bid.
  - All successful bidders will be required to sign the same MSA, and no individual negotiations will occur between a successful bidder and SARS.



- The bidder is requested to indicate acceptance of the terms and conditions set out in the draft MSA in their bid proposal covering letter.
- SARS will be entitled to cease contracting with a bidder if SARS, in its sole
  discretion, is of the opinion that: (i) the bidder has made misrepresentations in its
  proposal; (ii) the bidder is attempting to withdraw from positions or commitments
  made in its proposal; or (iii) an agreement may not be expeditiously concluded with
  the bidder for any other reason.
- SARS reserves the right to vary the terms and conditions of the proposed MSA prior to presenting the final draft of the MSA for signature to the bidder at SARS' sole discretion.
- A bidder should note that the terms of its proposal to the extent that it aligns with the RFP, will be incorporated in the proposed MSA by reference and that SARS relies upon the bidder's proposal as a material representation in making an award to a successful bidder and in concluding a MSA with the bidder. It follows therefore that any misrepresentations in a proposal may result in legal action or other processes by SARS against the bidder, notwithstanding the conclusion of a MSA between SARS and the bidder for the provision of the goods and services in question.

#### 7.9 INSURANCE AND RELATED RISK MONITORING

- 7.9.1 A successful bidder shall have and maintain in force adequate insurance cover consistent with acceptable and prudent business practices and acceptable to SARS, which shall include, without limitation, insurance cover as may be prescribed by Applicable Law in respect of Services which are the subject of an awarded RFX; public liability insurance; and/or cover against all actions, suits, claims or other expenses arising in connection with damages or Losses for which it may be liable in terms of the MSA or an RFX.
- 7.9.2 Any additional applicable insurance cover will be indicated in an RFX.

#### 7.10 INDEMNITY

7.10.1 Indemnity in respect of the RFP

If a bidder breaches any condition of this RFP and, as a result of that breach, SARS incurs costs or damages (including, without limitation, the cost of any investigations, procedural impairment, repetition of all or part of the RFP process and/or enforcement or defence of intellectual property rights or confidentiality obligations), then the bidder indemnifies and holds SARS harmless from any and all such costs which SARS may incur and for any damages or losses SARS may suffer.

7.10.2 Indemnity in respect of the MSA



A successful bidder shall indemnify, hold harmless and agree to defend SARS and its officers, employees, agents, successors and assigns, against all claims and/or Losses (Losses as defined in the MSA) arising from, or in connection with, any of the following-

- Third party claims attributable to any breach of the provisions of the MSA by a successful bidder;
- b) Third party claims attributable to errors, omissions, theft, fraud or other unlawful activity or any negligent, wilful or fraudulent conduct of/by a successful bidder or its Personnel;
- c) Third party claims arising from or related to the death or bodily injury of any agent, employee, customer, business invitee, or business visitor or other person caused by the delictual conduct of a successful bidder or its Personnel. For the purposes of this clause, the phrase "Third party claims" includes SARS employees; or
- d) Claims arising from damage to property owned or leased by SARS or belonging to a third party caused by the acts or omissions of a successful bidder or its Personnel.

#### 7.11 LIABILITY

- 7.11.1 A successful bidder shall be liable to SARS, where SARS has suffered any direct damages and/or Losses as a result of a successful bidder's failure to observe its obligations in terms of the MSA.
- 7.11.2 A successful bidder shall further be liable to SARS for all indirect and consequential or special damages and/or Losses suffered by SARS as a result of gross negligence, wilful misconduct or breach by the successful bidder or its Personnel of confidentiality provisions in the MSA, breach of Applicable Law, infringement of third party intellectual property rights or a criminal act committed by a successful bidder or its Personnel.

## 8. TRUSTS, JOINT VENTURES, SUBCONTRACTING AND OTHER ARRANGEMENTS

- 8.1 Proof of existence of a trust, joint venture, consortium and subcontracting arrangements
  - 8.1.1 Where, for the purposes of this RFP, a bidder submits its proposal as a <u>trust</u>, such bidder must submit concrete proof of the existence of a trust. SARS will accept a registered trust deed as acceptable proof of the existence of a trust. The trust deed must include amongst others:
    - Details of the trustees of the trust; and
    - Details of the beneficiaries of the trust. In instances where the beneficiary is a trust, the trust deed of that specific trust is required.
  - 8.1.2 Where, for the purposes of this RFP, a bidder submits its proposal as a joint venture or consortium (incorporated or unincorporated), the bidder must submit the joint venture / consortium agreement, which sets forth the following details:
    - identification of each party to the agreement in full;



- the percentage ownership of the joint venture / consortium of each party to the agreement (if applicable);
- the precise functions and responsibilities which each party will fulfil in terms of the agreement. This should include details of the delimitations of scope within the goods and services to be assigned to such a party(ies);
- the anticipated percentage of the revenue that the party(ies) would receive
   (anticipated revenue that the party(ies) would receive as a percentage of the total
   revenue the bidder would anticipate receiving over the term of the agreement with
   SARS), if the bidder is successful; and
- clearly set out the roles and responsibilities of the Lead Partner and the remainder
  joint venture / consortium party(ies). The agreement must also clearly identify the
  Lead Partner, who shall be given the power of attorney to bind the other party(ies)
  in respect of matters pertaining to the joint venture.
- If a bidder is submitting a proposal in the form of an unincorporated joint venture /
  consortium, the SBD 4 Bidder's disclosure form should be completed by each
  party participating in the joint venture / consortium agreement, and proof of CSD
  registration should be submitted for all parties participating in the joint venture /
  consortium for this RFP.
- Joint venture members should be advised that each member will be held jointly and severally liable for the performance of the joint venture.
- 8.1.3 Where, for the purposes of this RFP, a bidder has or intends to <u>subcontract</u> areas of scope of the goods and services, the bidder must submit the subcontracting agreement, and must note the following:
  - the bidder must indicate the name of the subcontractor(s), the percentage of the contract that will be subcontracted, the B-BBEE status level of the subcontractor(s) and whether the subcontractor(s) is an EME or QSE;
  - a bidder awarded a contract, may only enter into a subcontracting arrangement with the approval of SARS;
  - the agreement will be concluded between the main contractor(s) and SARS, therefore, the main contractor(s) and not its/their subcontractor(s) will be held liable for performance in terms of its contractual obligations;
  - the successful bidder must, at all times, be solely and entirely accountable to SARS for the performance of its contractual obligations in terms of the agreement;
     and
  - Without diminishing the bidder's accountability in any way for the delivery of the services, including the performance standards, SARS may require: access to and transparency in the subcontracting agreements; the full details of the functions which the subcontractor will fulfil in terms of the agreement including details of the delimitations of scope within the services to be assigned to such a subcontractor;



monitoring and reporting of subcontractor's participation and performance to SARS; direct participation of subcontractor(s) in the account and project planning activities; and subcontractors' representation in governance structures and committees. SARS will, at all times, demand fair dealing in the relationship between a bidder and its subcontractor(s).

#### 9. COMPLAINTS AND ALLEGATIONS

- 9.1 Should a Bidder have rational reasons to believe that the tender process is unfair or irregular, including the fact that the technical specifications are not open and/or are written for a particular bidder, brand or product; the bidder is urged to notify the Procurement Department within ten (10) days after publication of the bid and provide details of its complaint for SARS' consideration.
- 9.2 Any suspicious activity, including requests, approaches or calls asking for upfront payment to secure an award of a bid or in lieu of claims that the outcome of a tender can be influenced towards a particular bidder, bidders are requested to immediately inform the SARS Fraud / Anti-Corruption Hotline at 0800-002870 or email at <a href="mailto:anti-corruption@sars.gov.za">anti-corruption@sars.gov.za</a> for further investigation.
- **9.3** The "SARS hotline" further provides an anonymous reporting channel for any unethical behaviour that a bidder wants to report.

## 10. GENERAL CONDITIONS OF BIDDING

10.1 By bidding, a bidder, is deemed to have accepted all terms and conditions of this RFP; and is further deemed to have accepted that if successful, any award made will be made subject to the terms and conditions of this RFP.

#### 10.2 Reservation of rights

- 10.2.1 In addition to any rights which SARS has reserved to itself in this document or any other document in the RFP pack, SARS reserves the right in its sole discretion to:
  - a) make no award, or to accept part of a proposal rather than the whole;
  - b) withdraw, or cancel this RFP;
  - amend, vary, or supplement any of the information, terms or requirements contained in this RFP, any information or requirements delivered pursuant to this RFP, or the structure of the RFP process;
  - d) schedule additional briefing sessions / site inspections, and to conduct site visits, site inspections, product evaluations, local content evaluations, and/or perform audits including due diligence exercises on any bidder whenever SARS deems it prudent to do so;
  - e) no longer consider a bidder's proposal where adverse information about the bidder or



- f) its proposal submission has come to the attention of SARS, provided that such bidder is informed accordingly and afforded an opportunity to object;
- g) subject to applicable legislation and conditions of tender, award a proposal based on which bidder is offering the best value for money, even if such proposal has not scored the highest points during the evaluation;
- conduct a risk assessment of a bidder's capability to deliver the goods and perform the services in accordance with the specified service levels and/or achieve SARS' objectives;
- request clarification or verification in respect of any information contained in or omitted
- from a bidder's proposal, which SARS may do either in writing or at a meeting convened with the bidder for that purpose;
- k) conduct a due diligence on any bidder or its subcontractor, which may include interviewing customer references or performing other activities to verify information and capabilities submitted, claimed, or otherwise, (including visiting a bidder's, subcontractors, or customer reference premises, sites and/or facilities to verify certain stated facts or assumptions). The bidder will be obliged to grant SARS with all such access, assistance and/or information as SARS may reasonably request. The bidder must respond within the timeframes set by SARS, failing which SARS reserves the right not to consider the bidder's proposal any further; and/or
- request presentations from such short-listed bidders. All costs relating to the preparation of such presentations will be borne by the bidders.
- 10.2.2 SARS will disqualify any bidder, report to the National Treasury and take the necessary steps to restrict a bidder form doing business with the State, who:
  - engages in any collusive tendering, anti-competitive conduct, or any other similar conduct, including but not limited to any collusion with any other bidder in respect of the subject matter of this RFP;
  - seeks any assistance, other than assistance officially provided by a government entity, from any employee, advisor or other representative of a government entity in order to obtain any unlawful advantage in relation to procurement or services provided or to be provided to a government entity;
  - c) makes or offers any gift, gratuity, anything of value or other inducement, whether lawful
  - d) or unlawful, to any of SARS' officers, directors, employees, advisors or other representatives;
  - e) makes or offers any gift, gratuity, anything of any value or other inducement, to any government entity's officers, directors, employees, advisors or other



- representatives in order to obtain any unlawful advantage in relation to procurement or services provided or to be provided to a government entity;
- f) accepts anything of value or an inducement that would or may provide financial gain, advantage or benefit in relation to procurement or services provided or to be provided to a government entity;
- g) pays or agrees to pay to any person any fee, commission, percentage, brokerage fee, gift or any other consideration, which is contingent upon or results from, the award of any tender, contract, right or entitlement which is in any way related to procurement or the rendering of any services to a government entity;
- h) has been found guilty in a court of law or administrative or regulatory authority having appropriate jurisdiction on charges of unethical or improper conduct, regardless of whether or not a prison term or penalty was imposed;
- i) is listed on the National Treasury's Register for Tender Defaulters or the National Treasury's Database of Restricted Suppliers; or
- whose tender contains a misrepresentation which is materially incorrect or misleading.

#### 10.2.3 Bidders' own conditions

a) Bidders may not come up with their own terms and conditions, counter conditions, modify or vary any of the terms, conditions or requirements herein. SARS may disqualify any bidder who fails to comply with this clause.

#### 10.3 Conflict of interest

10.4.1 If at any time a bidder identifies an actual or potential conflict of interest, the bidder must immediately notify SARS in writing. SARS reserves the right to exclude the proposal submitted by such bidder from further consideration, unless the bidder is able to resolve the conflict to SARS' satisfaction. If it comes to SARS' knowledge that there was indeed a conflict of interest or a potential conflict of interest, same will be grounds for the immediate disqualification of the bidder.

## 10.5 Confidentiality

- 10.6.1 Except as may be required by operation of law, by a court or by a regulatory authority having appropriate jurisdiction, information contained in a bidder's proposal(s) may not be disclosed by any bidder, other than to a person officially involved with SARS' examination and evaluation of a proposal.
- 10.6.2 Throughout this RFP process and thereafter, the bidders must secure SARS' written approval prior to the release of any information that pertains to (i) the potential work or activities to which this RFP relates; or (ii) the process which follows this RFP. Failure to adhere to this requirement may result in disqualification from the RFP process and such legal action as SARS may deem suitable.



#### 10.7 Fronting

- 10.8.1 SARS supports the spirit of broad-based black economic empowerment and recognises that real empowerment can only be achieved through individuals and businesses conducting themselves in accordance with the Constitution and in an honest, fair, equitable, transparent and legally compliant manner. Against this background SARS condemns any form of fronting.
- 10.8.2 SARS, in ensuring that bidders conduct themselves in an honest manner will, as part of the bid evaluation processes, conduct or initiate the necessary enquiries / investigations to determine the accuracy of the representations made in the bid documents. Should any of the fronting indicators as contained in the Guidelines on Complex Structures and Transactions and Fronting, issued by the Department of Trade and Industry be established during such enquiry / investigation, the onus will be on the bidder / contractor to prove that fronting does not exist. Failure to do so within a period of 14 days from date of notification may invalidate the bid / contract and may also result in the restriction of the bidder / contractor to conduct business with the public sector for a period not exceeding ten years, in addition to any other remedies SARS may have against the bidder / contractor concerned.

## 10.9 Intellectual property

- 10.9.1 Intellectual property in respect of the RFP
  - SARS retains ownership of all intellectual property rights in the documents that form part of this RFP.
  - b) Bidders will retain the intellectual property rights in their proposals but grant SARS the right to reproduce any copyrighted works for the purposes of the tender process.
- 10.9.2 Intellectual property in respect of the MSA
  - a) See MSA attached to tender pack, in this regard.

## 10.10 Limitation of liability

A bidder participates in this RFP process entirely at its own risk and cost. SARS will not be liable to compensate a bidder on any grounds whatsoever for any costs incurred or any damages suffered as a result of the bidder's participation in this RFP process.

#### 10.11 Preparation costs

A bidder will bear all its costs in preparing, submitting, delivering, and presenting any response or proposal to this RFP and all other costs incurred by it throughout the RFP process. No statement in this RFP will be construed as placing SARS, its employees or agents under any



obligation whatsoever, including in respect of costs, expenses or losses incurred by the bidders in the preparation of their response to this RFP.

#### 10.12 Precedence

The terms and conditions of this document will prevail over any information provided during any briefing session or communication, whether oral or written, unless such information is official written communication, as set out per the Communication paragraph in this document, and that such information expressly states that it amends this document.

## 10.13 Responsibility for bidder's personnel and subcontractors

- 10.13.1 A bidder is responsible for ensuring that its personnel (including agents, officers, directors, employees, advisors and other representatives of a bidder), its subcontractors (if any), and personnel of its subcontractors comply with all the terms and conditions of this RFP.
- 10.13.2 SARS allows a bidder to make use of subcontractors, such subcontractors will at all times remain the responsibility of the bidder and SARS will not under any circumstances be liable for any losses or damages incurred by such subcontractors.
- 10.13.3 The proposal shall however be awarded to the bidder as a primary contractor who shall be responsible for the management of the awarded proposal. No separate contract shall be entered into between SARS and/or its client and any such subcontractors.
- 10.13.4 If a bidder includes evidence of experience of individuals that are not currently employed by the said bidder, then the bidder is required include in their submission a letter or agreement from the respective individual whose evidence of experience is included in the proposal, that the individual is aware and is in agreement that their evidence of experience may be included for tendering purposes, and that the said individual confirms to commit and will make him/herself available for the contract period should the contract be awarded.
- 10.13.5 If a bidder includes experience of an entity other than the bidder itself, then the bidder must include in their submission a letter or agreement from the respective entity that the entity is aware and agrees that their experience may be included for tendering purposes. Copies of the signed agreements between the relevant parties must be attached to the proposal responses.

## 10.14 Prohibition of participation in resultant tender

Any bidder, whether participating in a trust, joint venture, consortium and/or subcontracting arrangement, who participates in preparatory work on the basis of which another tender will flow, may not participate in the resultant tender because of the advantage of having been privy to the underlying preparatory work.



#### 10.15 RFP not an offer

This RFP does not constitute an offer to do business with SARS, but merely serves as an invitation to bidders to facilitate a requirements-based decision process. Nothing in this RFP or any other communication made between SARS (including its officers, directors, employees, advisers and representatives) is a representation that SARS will offer, award or enter into an agreement with the bidder.

#### 10.16 SARS' oath / affirmation of secrecy

SARS has a Policy in terms of which the successful bidder; key personnel or any other personnel as may be determined by SARS will be required, upon award, to individually take a mandatory oath/ declaration/ affirmation of secrecy. The award will therefore be made subject to the condition that the successful bidder along with the personnel referred to above comply with the afore mentioned Policy.

## 10.17 Screening and vetting of a bidder

- 10.17.1 Acceptance of a bidder's proposal is subject to the condition that both the successful bidder and its personnel providing the goods and services, must be screened and cleared by the appropriate authorities to the grade of clearance in line with SARS' applicable policies.
- 10.17.2 Obtaining the necessary clearance is the responsibility of the successful bidder concerned. If the successful bidder appoints a subcontractor, the same provisions and measures will apply to the subcontractor.
- 10.17.3 The bidders shall supply and maintain a list of personnel involved on the project indicating their clearance status.

#### 10.18 Tax compliance

- 10.18.1 It is a requirement that any supplier conducting business with SARS is tax compliant at the date of award of a contract / bid and remains tax compliant throughout the duration of their contracts with SARS.
  - a) Verification of tax compliance status prior to award
  - b) SARS must verify supplier/ bidder's tax compliance status prior to the awarding of a contract.
  - c) No contract / bid may be awarded to a supplier who is not tax compliant.
  - d) Where the recommended supplier / bidder is not tax compliant, it must be notified in writing of their non-compliant status and be granted a minimum of seven (7) working days to submit written proof regarding their tax compliance status with SARS or proof that arrangement has been made with SARS to meet their outstanding tax obligations.



- e) Should the recommended bidder/ supplier fail to provide written roof of their tax compliance status as contemplated in paragraph 10.19 above, SARS as the procuring entity must reject the bid submitted.
- f) Accordingly, the supplier / bidder is responsible to provide SARS with proof of its tax compliance status which must be verified through the Central Supplier Database or e-Filing.
- 10.18.2 Verification and/or confirmation of tax compliance status during the course and scope of executing awarded contract
  - a) SARS reserves the right to request the supplier or successful bidder to provide written proof of tax compliance status at any time during the execution of the awarded contract.
  - b) Further, SARS reserves the right to withdraw an award made, or cancel a contract concluded with a supplier / successful bidder in the event that it is established that such supplier / bidder was in fact not tax compliant at the time of the award.
  - c) Furthermore, SARS reserves the right to cancel a contract with a supplier / successful bidder in the event that such supplier/bidder does not remain tax compliant for the full term of its contract.
  - d) In line with SARS's strategic objectives, the directors / owners of the bidding entity who are not tax compliant may be referred to the SARS tax compliance unit for further investigation in order to achieve full tax compliance.

#### 10.19 Tender defaulters and restricted suppliers

10.19.1 No bid will be awarded to a bidder whose name (or any of its members, directors, partners or trustees) appears on the National Treasury's Register for Tender Defaulters or the National Treasury's Database of Restricted Suppliers.

#### 10.20 Local production and content

- 10.20.1 SARS supports and promotes local production and local content, environmentally friendly products, and sustainable sourcing.
- 10.20.2 To enable this objective to be adequately assessed and as part of contract management, bidders shall advise SARS of its local and regional strategy and its initiatives to involve, support and use local/regional entities and workforce.
- 10.20.3 The appointed supplier shall provide and use, for the performance of this contract, local subcontractors or locally acquired materials, equipment and facilities, to the extent available and within reasonable costs, to produce the quality and quantity of work and materials required by this contract.



#### 10.21 Validity of information

- 10.21.1 SARS has made reasonable efforts to ensure the accuracy of the information contained in this RFP. However, neither SARS, nor its employees, officers, advisers or agents will be liable (directly or otherwise) to a bidder or any third party for any inaccuracy or omission of any information in the RFP or in respect of any additional information SARS may provide to a bidder as part of the RFP process.
- 10.21.2 A bidder is deemed to have examined this RFP and any other information supplied by SARS to the bidder and to have satisfied itself as to the correctness and sufficiency of such information before submitting any of its responses.

## 10.22 Governing law

10.22.1 This RFP and any resultant agreement shall be governed by the laws of the Republic of South Africa.



## 11. CHECKLIST OF RETURNABLES

**Table 11: Checklist of returnable documents** 

	Checklist of returnable documents	Comply	Do not comply	Section
1.	A hardcopy and an electronic copy RFP proposal submission has been submitted for this RFP.			
2.	The pricing information is included as a separate file (File 2) and is not included in the Mandatory file (File 1).			
3.	SBD 1: Invitation to bid form has been completed and signed.			
4.	SBD 4: Bidder's Disclosure has been completed and signed.			
5.	SBD 6.1: Preference points claim form has been completed, points for B-BBEE / specific goals claimed, and signed.			
6.	Proof of registration on the Central Supplier Database (CSD) has been submitted.			
7.	<ul> <li>Response to Technical Requirements – this response is to be substantiated in the proposal submission and</li> <li>Bidder to indicate where in the proposal submission this offering is substantiated (page and paragraph) and</li> <li>bidder should not score themselves on this technical evaluation sheet (this is a guidance document)</li> </ul>			
8.	Draft MSA (bidder has indicated their acceptance of the terms and conditions set out in the draft MSA in their bid proposal covering letter) and GCC (completed and signed).			