



SARS RESPONSE TO BIDDERS' QUESTIONS

RFP 37/2019: Appointment of a Group Life Insurer

Last updated: 15/05/2020

#	Question	Answer								
1.	In the absence of meeting all of the mandatory requirements of the RFP, will SARS consider our proposal which will include compelling alternative solutions in the few instances where we are unable to meet the mandatory requirements?	All bid submissions shall be evaluated in a manner that is fair and consistent with the published evaluation criteria and Terms of Reference. No exceptions or deviation shall be granted to the Terms of Reference.								
2.	We would like to understand if there will be any brokers/or advisors that SARS would be willing to receive the quotation/s from, because in the tender itself, it is stated that, no commission is payable	The tender clearly invites and requires a response from the Insurers not Brokers.								
3.	<p>SARS Supplier Risk Questionnaire</p> <p>With regard to item B5, what does question B5 means with regard to 'legal disputes/issues' i.e. does it refer to matters which have been taken to court or whether it refers to matters in which we have formal disputes with SARS e.g. objections, appeals, audits?</p> <p>B5. Does your company have existing, previous or pending legal disputes/issues with SARS or any other institution?</p> <table border="1" data-bbox="224 1292 1254 1420"> <thead> <tr> <th>NATURE OF DISPUTE</th> <th>ESTIMATED VALUE INVOLVED</th> <th>YEAR</th> <th></th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	NATURE OF DISPUTE	ESTIMATED VALUE INVOLVED	YEAR						<p>"Legal disputes/issues" means any formal legal disputes/actions instituted by or against SARS and/or other State institution.</p>
NATURE OF DISPUTE	ESTIMATED VALUE INVOLVED	YEAR								

4.	<p>We have taken note of the closing date extension.</p> <p>Please advise when the tender briefing will be held.</p>	<p>The published RFP document mentions that there is no briefing session.</p>
5.	<p>We are in the process of completing the SARS tender, in terms of the tender document which makes reference to a five year term, we assume that the premium rates we put forward need to reflect premium rates that will stand for the full five year term.</p> <p>Is this correct?</p>	<p>No, the premium rates must be for 1 year as section 6 of the published RFP document state that “The successful service provider will be appointed for a minimum period of sixty (60) months with annual negotiations of rates”.</p>
6.	<p>The technical scoring add to 100 points, yet for some of the benefits the conversion option is not part of the current benefit offering, noted as none but in order to score the points it seems it should be included in the benefit.</p> <ul style="list-style-type: none"> • the Alexander Forbes member booklet states there is conversion option on PTD yet this attachment states None and RFP and Annexure A1 is silent on this. • the Alexander Forbes member booklet and RFP and annexure A1 states there is conversion option on the Flex cover yet it states none • the RFP states there is conversion option on the terminal illness yet it states none 	<p>As per Annexure A2: Technical Evaluation Criteria, technical evaluation will be evaluated out of 100 points, and bidders must respond to it accordingly.</p> <p>Bidders must indicate if they are offering the Conversion option or not as points will be allocated for this.</p> <p>Annexure A1 is reflecting benefits that are Mandatory and must be completed accordingly by the bidders.</p> <p>The conversion option available is not compulsory for employees but voluntarily.</p>
7.	<p>I have registered my company on the Central Supplier Database website, and have the Supplier number , but the application has not been finalised yet. Is this R-number the one that must appear on the Invitation to bid form?</p>	<p>Bidding entity must be an FSP accredited Insurer i.e. the Underwriter.</p> <p>Bidders are required to submit a CSD Report as stated in section 11 of the published RFP document.</p>

<p>I am accredited as a representative under another company which I am currently a Non-Executive director in. I have registered my own company where I am the sole director and have applied for the FSP licence but have not been approved yet. I am entering this bid as a joint venture with this company in order to combine my skill and knowledge with their expertise, property and capital. When completing the SBD 6.1 form, do I enter them under section 7 as sub-contractors as well as on section 8 as joint venture company?</p> <p>Supplier Risk Assessment Questionnaire – Since my company was registered in 02/2020, so there will be no financial statements for the company. Am I still required to complete this form? If so will I be correct to cancel out information that is not relevant to my company.</p> <p>Compliance checklist – For the Pre – Qualification Criteria(Gate 0), we are required to also submit a USB/CD. File 1, contains exhibit 2 which is information required for Gate 2, how do you advise one should handle this one. Can one have a CD with file only containing exhibit 1 and 3, and later on, if application has been selected, to go to the next stage, update the CD with the Annexures mentioned in exhibit 2?</p>	<p>Bidders must respond to the published requirements as required. The FSP licence is a Mandatory requirement and bidders who are not compliant will be disqualified as stated in section 11.2 of the published RFP.</p> <p>The SBD 6.1 requires bidders to indicate if there is any sub-contracting or Joint venture.</p> <p>Bidders must submit concrete proof of the existence of joint ventures and/or sub-contracting arrangements. SARS will accept signed agreements as acceptable proof of the existence of a joint venture and/or sub-contracting arrangement.</p> <p>The joint venture and/or sub-contracting agreements must clearly set out the roles and responsibilities of the Lead Partner and the joint venture and/or sub-contracting party. The agreement must also clearly identify the Lead Partner, who shall be given the power of attorney to bind the other party/parties in respect of matters pertaining to the joint venture and/or sub-contracting arrangement.</p> <p>SARS intends to partner and hold liable the Insurer i.e. Underwriter who is the Lead Partner.</p> <p>When completing Supplier Risk Assessment Questionnaire, if there is information that is not available from the bidder, it must be indicated as such and the reason thereof.</p>
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8.	<p>Please indicate to us if we are allowed to provide a summary to accompany the proposal based on Annexure A2 with regards to these conversion options or complete the information in the page (Annexure A2) provided in the RFP.</p>	<p>Refer to section 10.7 of the published RFP for file packaging. Bidders must respond to this separately.</p>
9.	<p>General</p>	
	<p>Bidders should ensure that the person that signs SDB 6.1 and the bidders pricing proposal is an authorised person as the tender process is a legally binding.</p>	
	<p>Bidders are advised to regularly visit the SARS website for any updates</p>	

