



## ENVELOPE B – FINANCIAL PROPOSAL

TENDER NO:

## REQUEST FOR PROPOSAL (RFP) PACK

---

FOR THE APPOINTMENT OF AN ON-SITE SPECIALIST CATERING SERVICE PROVIDER  
TO OPERATE AND MANAGE THE CATERING FACILITIES OF THE  
EAST LONDON INDUSTRIAL DEVELOPMENT ZONE SOC LTD IN RESPECT OF:

START DATE: 28 September 2018 (12h00)

CLOSING DATE: 23 October 2018(12h00)

NAME OF TENDERER: \_\_\_\_\_

TENDERER'S ADDRESS:

---

---

---

---



# TENDER PROPOSAL PRICE SCHEDULE

## EAST LONDON INDUSTRIAL DEVELOPMENT ZONE

.....  
 CONTRACT No. RFP-CAN-0818

<p>EAST LONDON IDZ          HEAD OFFICE BUILDING          LOWER CHESTER ROAD          SUNNYRIDGE          EAST LONDON          5201</p> <p>Contact Name: .....</p> <p>Telephone: 043 702 8200 .....</p>	
<p>Name of Tenderer: .....</p> <p>Total Price inclusive of Value Added Tax: R.....</p> <p>Amount in Words.....</p> <p>.....</p> <p>Signature .....</p>	
<p>This tender closes at (12h00) on 23 October 2018 at the offices of the ELIDZ located at Head Office Reception, Lower Chester Road, Sunny Ridge, East London  <b>NO LATE SUBMISSIONS WILL BE CONSIDERED</b></p>	

*Should the price in figures not agree with the price in words the EL IDZ will only consider the price in words as valid. Should this Price Schedule be submitted Non signed and Non written price and unsigned, it will result in the disqualification of the tender.*



## Pricing Notes

The Operator/ Service Provider will receive a fully equipped kitchen and storage facilities, as well as a supply of all services needed for the normal operation of the facilities, such as water and electricity, and the consumption thereof will be monitored by way of metered reading.

The Operator will be responsible for the payment of the following:

- Operating Costs to the value of R16, 149.74 per month escalating at 10% per annum.
- Utilities as per ELIDZ tariff schedule; The average cost of utility usage in the facility is as follows:
  - a total amount of R34, 000.00 excluding VAT.
  - Average Consumption is 13564 kWhr
  - maximum demand is 67.73 kVA

ELIDZ provides a 50% discount on utilities to a maximum of R17, 000.00 escalating at 10% per annum.

- Gas for cooking equipment;
- Telephone and fax line usage;
- All cleaning chemicals (including for the dishwasher machine) and cleaning equipment;
- Any catering equipment and tools (“kitchen smalls”), other than those provided by the ELIDZ which are classified as “major items”, such as cooking ovens, grillers, tilt pans, bain maries, dishwasher machine, extraction system, cold storage, etc.

The Service Provider must submit a Business Proposal including Cashflow projections for 12 months to substantiate the extent subsidy requested.

Failure to submit may affect the outcome of award.



Bidders are required to provide a price based on the extent of fixed fee (subsidy) **IF ANY** required to ensure financially viable and sustainable solution. The following should be considered in determining the price:

- Number of people in the Zone: 3000
- Conferences per month: 4 conferences with 50 attendees per conference
- Economy meals per day: At least 50 plates per day

In addition:

- Minimum Revenue generated from the Conference Centre in 2016/17 =  
R2,300 000.00
- Minimum Revenue generated from the Conference Centre in 2017/18 =  
R2,500 000.00



## SUPPORTING PRICE SCHEDULE

### EAST LONDON INDUSTRIAL DEVELOPMENT ZONE

Description	Per Month	Per month x 12 ( R - Year )
Year 1		
Year 2 (Year 1 + escalation)		
Year 3 (Year 2 + escalation)		
<b>Total (Excluding VAT)</b>		
<b>VAT @ 15%</b>		
<b>Total (Including VAT)</b>		



**Transfer Total  
Amount to the  
Proposal Price  
Schedule**

Please note that if the Grand Total Price in Supporting Price Schedule is not the same as the one in the Tender Proposal Price Schedule, only the amount that is written in words in the Tender Proposal Price Schedule will be considered.

Please include a detailed price schedule within this response as an annexure.