

EXPRESSIONS OF INTEREST [EOI]



ELIDZ STP is looking for submissions from innovators who need assistance with their technology or innovation development, focusing specifically on solutions that will support COVID-19 pandemic.

THEREAFTER

THROUGH A SEPARATE “EXPRESSION OF INTEREST” [EOI] PROCESS

to appoint **Innovators** to undertake the development of technologies and innovations
over an agreed period of 1 year

EOI NUMBER: 2020 - EOI – STP - 005
ISSUE DATE: 20 August 2020
CLOSING DATE: 22 September 2020
CLOSING TIME: 12:00

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**EOI for the Development of technologies and innovations to assist with the COVID-19 pandemic
for ELIDZ SOC**

Section 1: NOTICE TO RESPONDENTS

1 EXPRESSION OF INTEREST [EOI]

Respondents should note that ELIDZ will only approach those entities, which have completed and submitted an EOI to ELIDZ through this procurement process. The subsequent Expression of Interest [EOI] if and when this is issued by ELIDZ during 2020/21 period will be limited only to those Respondents who have submitted this EOI and who have been shortlisted following the evaluation/pre-qualification process stipulated in this EOI.

Please note the following conditions are applicable to all EOIs.

- Questions relating to the EOI will be accepted until **16h00 on the 28 August 2020**. All questions must be submitted to Anathi Mzantsi via e-mail to anathi@elidz.co.za
- The closing date for this EOI is at **12h00 on the 22 September 2020**;
- Hand delivery and email submission of proposals will be considered;
- ELIDZ is not obligated to accept any proposal;
- Any expenses incurred by the respondent in preparing and submitting the proposal will be for the its own account, as the ELIDZ SOC Ltd will not accept any liability in this regard;
- We reserve the right to correct discrepancies and errors as necessary with the consent of the proposer; however, the value total of the prices shall remain unaltered;
- Proposals which do not comply with the EOI conditions or which are incomplete will, as a general rule, not be considered.

Respondents that will be approved following this process will be required to register on Treasury's CSD database. Any additional information or clarification will be emailed to all Respondents, if necessary.

2 RESPONSE SUBMISSION

It will be the responsibility of the respondent to ensure that the EOI reaches the ELIDZ. Proof of posting will not be taken as proof of delivery. Electronic and hand delivery submissions are both accepted. All hand delivered EOI documents submitted are to be securely bound and submitted in duplicate in the tender box provided at ELIDZ Head Office. The EOI should be placed in a sealed envelope marked "EOI – technology and innovations development" before the closing date and time of **12h00, 22 September 2020**. ELIDZ WILL NOT BE RESPONSIBLE FOR DOCUMENTS PLACED IN AN INCORRECT TENDER BOX.

3 DELIVERY INSTRUCTIONS FOR EOI

Delivery by hand and electronic

Submissions delivered by hand and emailed will be accepted, subject line on the email should be marked as "EOI-technologies and innovations development". The envelope must be deposited in the ELIDZ tender box, which is located at

reception area, it will be marked tender name "EOI- Technologies and Innovations Development" which will be found in the following location:

The ELIDZ, Head Office Reception, Lower Chester Road, Sunnyridge, East London, 5201

EOIs must be marked:

For the attention of: Anathi Mzantsi: SCM Officer

Email must be submitted to Anathi Mzantsi via e-mail to anathi@elidz.co.za

4 BROAD-BASED BLACK ECONOMIC EMPOWERMENT AND SOCIO-ECONOMIC OBLIGATIONS

Companies with annual turnover less than R10million (Exempted Micro Enterprises or EME's) are automatically awarded a level 4 contributor status, unless the EME is Black Owned (more than 51% black ownership), in which case the enterprise will have a level 2 contributor status. EME which is 100% black owned qualifies for a level 1 contributor. In awarding the EME status, the ELIDZ shall accept a letter from an accounting firm or SARS confirming a company's turnover as less than R10m as well as a sworn affidavit confirming annual turnover and level of black ownership. B-BBEE certificates issued by non-accredited verification agencies will not be accepted as valid proof of a company's B-BBEE status.

The funding may be awarded to the proposals with relevant innovative products. The funding may be awarded to a respondent that did not score the highest number of points if reasonable and justifiable grounds exist.

Any contract offered by the ELIDZ will be based on the correctness of information submitted by the innovators. Any misrepresentation of facts by innovators may lead to disqualification. Should such misrepresentation be uncovered after the commencement of the contracted work, the ELIDZ reserves the right to terminate the contract and recover all payments made to that innovator and any costs that may have been incurred in the process.

ELIDZ reserves the right to have the innovator's Black Economic Empowerment Credentials verified by an independent agency. (Procurement Handbook – Annexure: 1 must be fully completed and supplementary information may be completed by service providers with a turnover of less than R10m and be accompanied by letter from an accounting firm or SARS confirming the company's or sworn affidavit turnover is less than R10m).

5 COMMUNICATION

- 5.1 For specific queries relating to this EOI, an email should be submitted to Anathi Mzantsi at any time before **16:00 on 28 August 2020** substantially in the form set out in Section 7. In the interest of fairness and transparency, ELIDZ's response to such a query will then be made available to the other Respondents who have attended a Briefing Session. For this purpose, ELIDZ will communicate with Respondents, using the contact details provided to the Secretariat at the briefing session. Kindly ensure that you provide the Secretariat with the **correct** contact details, as ELIDZ will not accept responsibility for being unable to contact a respondent who provided incorrect contact details.
- 5.2 After the closing date of the EOI, a Respondent may only communicate with the Supply Chain Officer, at telephone number 087 372 8258, email anathi@elidz.co.za on any matter relating to this EOI Proposal.
- 5.3 Respondents are to note that changes to its submission will not be considered after the closing date.

Respondents are warned that a Proposal may be liable to disqualification should any attempt be made by a Respondent either directly or indirectly to canvas any officer or employee of ELIDZ in respect of this EOI between the closing date and the date of the award of the business. Furthermore, Respondents found to be in collusion with one another will be automatically disqualified and restricted from doing business with ELIDZ in the future.

6 CONFIDENTIALITY

6.1 All information related to this EOI is to be treated with strict confidence. In this regard, Respondents are required to certify that they have acquainted themselves with the Non-Disclosure Agreement. All information related to a subsequent contract, both during and after completion thereof, will be treated with strict confidence. Should the need however arise to divulge any information gleaned from the Development of Technologies and innovations, which is either directly or indirectly related to ELIDZ's business, written approval to divulge such information must be obtained from ELIDZ.

7 INSTRUCTIONS FOR COMPLETION OF EOI

- 7.1 EOI proposals must be submitted in hard copies [1 original] and must be bound.
- 7.2 All returnable documents listed in the expression of interest [section 4] in this EOI must be returned with your submission.
- 7.3 The person or persons signing the submission must be legally authorised by the respondent to do so.

8 STATUS OF THIS EOI AND SUBSEQUENT PROCESS

- 8.1 It is envisaged that Respondents to this EOI will be subjected to 1st Phase of Returnable Documents & Schedules compliance criteria and will be shortlisted in order to proceed to the follow up Phases of evaluations till the candidate/s that meet the criteria is awarded.
- 8.2 This EOI is not an offer or award and ELIDZ is under no obligation to accept any proposals in this process.
- 8.3 This Expression of Interest is for Technologies and innovations development only; no business will be awarded through this process.

9 DISCLAIMERS

- 9.1 Respondents are hereby advised that ELIDZ will not be committed to any course of action as a result of its issuance of this EOI and/or its receipt of submissions in response to it. In particular, please note that ELIDZ reserves the right and at its sole and full discretion to:
- a) take no further action whatsoever, if it so decides
 - b) withdraw from this process and the provisions of this project at any time;
 - c) select the EOI participants based on ELIDZ's criteria;
 - d) change the dates of adjudication and submission;
 - e) not invite EOI respondents for further participation in the EOI process;
 - f) not bind itself to accept any or all of the EOIs;
 - g) increase or decrease the quantities/scope as indicated in the EOI;
 - h) Validate any information submitted by Respondents in response to this tender. This would include, but is

not limited to, requesting the Respondents to provide supporting evidence. By submitting a proposal, Respondents hereby irrevocably grant the necessary consent to ELIDZ to do so;

- i) request audited financial statements or other documentation for the purposes of a due diligence exercise; and/or
 - j) Not accept any changes or purported changes by the Respondent to the proposal rates after the closing date and/or after the award of the technologies and innovations development, unless the contract specifically provides for it.
 - k) Enter into price negotiations with the preferred innovator/s.
- 9.2 ELIDZ's decisions will be final and no correspondence will be entered into after the selection process. You will be formally notified of your result.
- 9.3 Kindly note that ELIDZ will not reimburse any Respondent for any preparatory costs or other work performed in connection with this submission.

10 TAX COMPLIANCE

Tax Requirements

Innovators must ensure compliance with their Tax obligations

Innovators are required to submit their unique personal ID number (PIN) issued by SARS to enable the ELIDZ to view the tax payer's profile and tax status

Application for tax compliance status (TCS) or PIN may also be made via e-filing.

Tenderer may also submit a printed TCS together with the tender

In submissions where consortia/joint venture/ sub-contractors are involved; each party must submit a separate proof of TCS/PIN/CSD number

Where no TCS is available but the tenderer is registered on the CSD database, a CSD number must be provided

11 PROTECTION OF PERSONAL DATA

In responding to this tender, ELIDZ acknowledges that it may obtain and have access to personal data of the Respondents. ELIDZ agrees that it shall only process the information disclosed by Respondents in their response to this tender for the purpose of evaluating and subsequent award of business and in accordance with any applicable law. Furthermore, ELIDZ will not otherwise modify, amend or alter any personal data submitted by Respondents or disclose or permit the disclosure of any personal data to any Third Party without the prior written consent from the Respondents. Similarly, ELIDZ requires Respondents to process any personal information disclosed by ELIDZ in the tendering process in the same manner. The detailed mutual duties of ELIDZ and the Respondents to protect personal information is contained in paragraph 37 of the General tender Conditions.

EOI for the Development of Technologies and Innovations for ELIDZ SOC

Section 2: EOI SCOPE OF REQUIREMENTS

1 INTRODUCTION

The Science and Technology Park (STP) component of the East London Industrial Development Zone (ELIDZ) was established to contribute towards the ELIDZ's vision of becoming a catalyst for growing a strong regional industrial base, supported by a business ecosystem that serves to extend the global competitiveness of local industries.

As the ELIDZ starts its 2020/21 – 2024/25 strategic period, it aims to bolster technology-led innovations and industrial modernisation. It aims to do this by looking to leverage targeted sector innovation opportunities. This aid in advancing the competitive and comparative advantages of the zone as an investment destination through the utilisation of industrial development and innovation.

The above strategy was concluded prior to the situation the world finds itself in (COVID-19 pandemic). The current situation requires that we look at innovative opportunities and solutions to ready the region for an eminent future. That future necessitates and enabled environment for technology support and innovation support.

The EOI is meant to assist in the speeding up of the technologies and innovations in fighting the current COVID-19 pandemic.

2 BACKGROUND

This tender aims at looking for innovative ways to support the region and the world at large in fighting the COVID 19 crises. We are currently faced with the pandemic which has forced people to look at their businesses and the way they do things differently. The COVID-19 pandemic has forced government and most, if not all entities to review their route to market, way of doing business as well as schooling. For example, people are encouraged to work from home. Schools before level 3 lockdown was also encouraged to do schoolwork digitally. A lot of emphasises are put on digital technologies. We are forced to get to a space of 4th industrial revolution sooner than we expected to because of the situation we find ourselves in.

It becomes necessary as an entity such as Science and Technology Park to look at ways to support innovators, entrepreneurs and SMMEs in the digital space. it is in our best interest to ensure that can navigate to this new normal seamlessly with more agility.

As such, an opportunity has been identified to support SMMEs and entrepreneurs to respond to a call for Expression of Interest to submit proposals for technologies and innovations that will help with the pandemic. Any technology or innovation that can support in abating the pandemic will be evaluated for merit and given support provided funding is available.

3 KEY OBJECTIVES OF THIS EOI PROCESS

The key objective of this EOI is to give support to innovators, entrepreneurs, SMMEs and anyone who has either come up or has a technology to support in combating of the COVID 19 crisis. We will look at the technologies and innovations development providing solutions for the COVID -19 pandemic.

Below will be the fundable activities for this initiative:

- Commercialisation (Certification, access to markets)
- Fund launch of technology/product

- Protecting Intellectual Property
- Fund a developed prototype to be tested in market
- Pay a tech station to produce a product

Once we receive submissions, we may invite respondent to the Virtual presentations, the virtual presentation will be for us to gain more understanding on the applications.

4 FUNDING METHODOLOGY

- 4.1 East London IDZ Science & Technology Park has allocated total funding of R 500 000 for technologies and innovations development within this 2020/21 financial year.
- 4.2 Allocation of funding will be based on the highest scoring candidates and their required funding against the available budget.
- 4.3 ELIDZSTP is looking to fund technologies from 50 000 not more than 100 000 per successful submission.
- 4.4 The funding will be for access to market/certification/launch a product / pay for an IP / Fund a developed prototype to be tested in market/ pay a tech station to produce a product.

5 GENERAL RESPONDENT OBLIGATIONS

- 5.1 The Respondent(s) shall be fully responsible to ELIDZ for the acts and omissions of persons directly or indirectly employed by them.
- 5.2 The Respondent (s) must comply with the requirements stated in this EOI.

6 CONFIDENTIALITY AND COMPLIANCE

This EOI and information contained herein or provided for purposes thereof, remain the property of ELIDZ and may not be reproduced, sold or otherwise disposed of.

Information disclosed in this EOI is given in good faith and only for the purposes of providing sufficient information to the Respondent to enable submission of a well-informed and realistic EOI.

7 UNDERTAKINGS BY RESPONDENT

It will be accepted that the Respondent, on submitting the EOI response, has read, understood and accepted all the terms and conditions of the document. The submission of an EOI by any Respondent shall presume complete acceptance of the terms and conditions of the document. All qualifications and or exceptions should be noted in the EOI Response document.

8 COSTS TO RESPOND TO THE EOI

All Respondents wishing to submit an EOI response must be in possession of this document, the ELIDZ will not be responsible for or pay any expense or losses, which may be incurred by any Respondent in the preparation, and submission of the EOI and the costs of the EOI at all stages of the EOI process. Costs, if any, will be for each Respondent's own account.

ELIDZ reserves the right to invite certain Respondents to present or otherwise demonstrate their proposed solution as per their EOI, at the Respondent's own cost.

9 AUTHORITY OF SIGNATORY

- 9.1 If the EOI Respondent is a company, a certified copy of the resolution of the Board of Directors (i.e. personally signed by the Chairman or Secretary of the Board) authorising the person who signs this EOI to do so and any other documents and correspondence in connection with this EOI and/or agreement on behalf of the company, must be submitted with their EOI.
- 9.2 If the EOI Respondent is a partnership, a certified copy of the resolution of the partners (personally signed by all the partners) authorising the person who signs this EOI to do so and any other documents and correspondence in connection with this EOI and/or agreement on behalf of the partnership, must be submitted with this EOI.
- 9.3 If the EOI Respondent constitutes a "one-man business", certified proof must be submitted that the person signing this EOI and any other documents and correspondence in connection with this EOI and/or agreement is the sole owner of the one-man business.

Failure to comply with this clause may result in rejection of the EOI response.

10 UNDERTAKING BY ELIDZ

In responding to this EOI, ELIDZ encourages all EOI Respondents to put their best effort into the construction and development of the proposal.

The EOI process will include due governance and the results of the adjudication process will be available to Respondents who are not successful under certain conditions. This will be allowed at the sole discretion of ELIDZ.

EOI for the Development of Technologies and Innovations for ELIDZ SOC

Section 3: ELIDZ'S EOI INFORMATION

1 STATISTICS

Development of Technologies and Innovations

The technologies and innovations development project started in the last 5-year strategic cycle and was able to generate 9 patented innovations, of which 1 has grown into a manufacturing factory with its product in the market which continues. Apart from that this initiative is specifically looking at the current pandemic. The world is in a threatening situation where the use of technologies and innovations has had to be fast-tracked. The support for fast-tracking a technology starts at Technology Readiness Level (TRL) 5 upward. Over the past few months, we have seen a move to a situation where masks and hand sanitisers have become an essential immediate need for communities.

The ELIDZ STP is looking for innovative ways to support the region by identifying technologies that are needed to support the current pandemic in the short term and to support other requirements in the future. These technologies are needed to be speeded up. STP seeks to support innovators, entrepreneurs, SMMEs and any individuals or businesses who have developed an innovation that is proven to be at Technology Readiness Level (TRL) 5 and above in combating this COVID-19 pandemic.

2 EVALUATION REQUIREMENTS FOR EOI

ELIDZ STP is looking to provide funding assistance to a technology start-up, innovators and entrepreneurs.

Respondents expressing an interest to participate in this EOI stage must qualify in terms of the minimum predetermined requirements, as set out below:

2.1 MINIMUM ELIGIBILITY CRITERIA

The following minimum eligibility criteria is a requirement for the submission of an EOI:

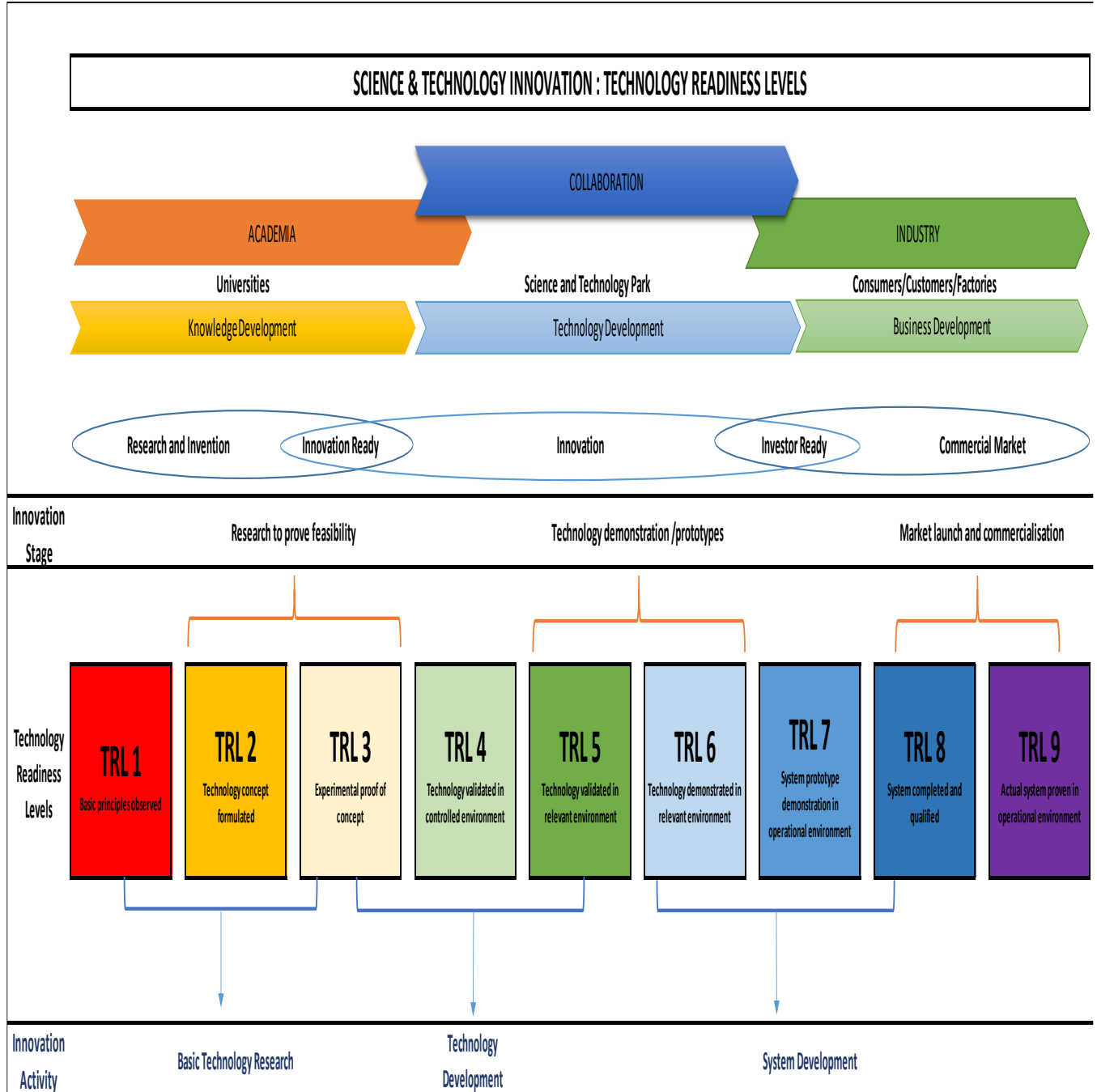
- Registered entities,
- Be an SMME based in the Eastern Cape,
- The technology must be at TRL 5 and above stage of development,
- Potential to create competitive Intellectual Property or own Intellectual Property,
- Technology and innovation that responds COVID-19 pandemic solution.

The respondents are welcome to submit additional information (e.g. other skills that you may deem to be relevant).

2.2 TECHNICAL CRITERIA

- Only proposals that achieve a minimum qualification score of 70% in the Functionality Evaluation matrix below.
- Proposals with functionality points of less than the pre-determined minimum percentage of 70% will be eliminated,
- The developer should be prepared for a possible presentation when ELIDZ STP require such and the respondent should be notified thereof no later than 5 days before the actual presentation.

2.3 Technology Readiness Levels (TRL)



TRL are a type of measurement system used to assess the maturity level of a technology

NB: The EOI will select technology according to the 5th level and above.

Fast tracking of innovation starts at TRL 5 to 8. Below is the table that shows activities to be supported in terms of this EOI.

TRL	Description	Example	SUPPORT AREA
1	Basic principles observed	Scientific observations made and reported. Examples could include paper-based studies of a technology's basic properties.	Basic research
2	Technology concept formulated	Envisioned applications are speculative at this stage. Examples are often limited to analytical studies.	Research to prove feasibility
3	Experimental proof of concept	Effective research and development initiated. Examples include studies and laboratory measurements to validate analytical predictions.	Technical research
4	Technology validated in lab	Technology validated through designed investigation.	3 D printed prototype and evaluation
5	Technology validated in relevant environment	Reliability of technology significantly increases.	Testing of a prototype
6	Technology demonstrated in relevant environment	Prototype system verified and demonstrated in a simulated environment.	IP protection
7	System model or prototype demonstration in operational environment	A major step increase in technological maturity.	Tech station manufacture the product and ready for testing.
8	System complete and qualified	System/model produced and qualified. In most cases, this TRL represents the end of development.	certification
9	Actual system proven in operational environment	System/model proven and ready for full commercial deployment.	Product or technology launch and access to market.

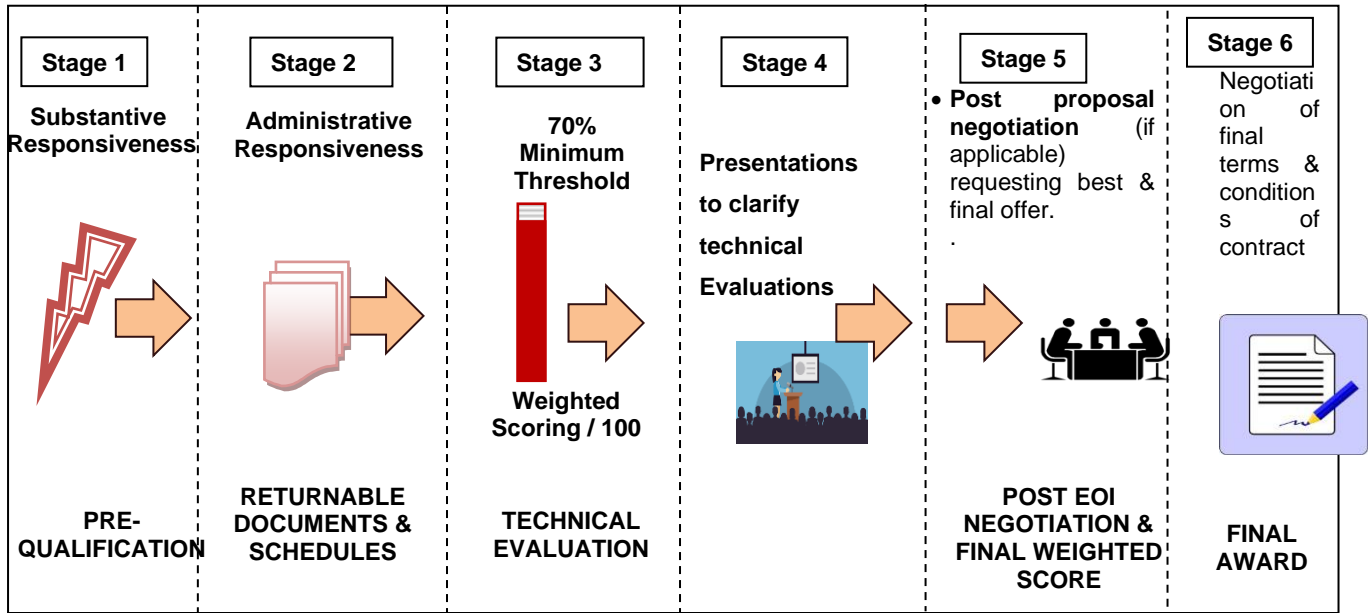
3 TECHNICAL CRITERIA

- FUNCTIONALITY EVALUATION MATRIX

EVALUATION CRITERIA	POINTS	Returnable Documents
Technology or innovation Potential for protection, Innovativeness and stage of the technology	45	IP Certificate, Draft filing and technology or innovation addressing the problem
Patentable Technology, Innovation are ready for development or developed (4.3)	15	In the process of registering for IP protection /Quotations from patent Attorneys/ IP Certificate
Stage of the technology or innovation close to completion that requires finalisation and testing. (4.2)	10	Technology or innovation close to readiness (TRL 5 and above) prototype is developed and it is validated in relevant environment.
Capability of the technology or innovation providing solution to the COVID -19 pandemic. (4.2)	10	Solution will be provided by the technology or innovation
Proof of prototype. (4.2)	10	Evidence of a product prototype, e.g., key features, photos, impact, competitive advantage, etc. Technologies must already be at prototype stage, evidence of which must be provided.
Commercialisation of the Innovation, creation of jobs and Experience and skills	55	Market research showing product/service marketability/ applicability and sustainability
Market research showing product/service marketability and applicability in the Eastern Cape or South Africa. (4.2)	20	Market research documents
Technology or innovation promotes local production and manufacturing, thus contributing to job creation. (4.4)	20	Technology or innovation promotes local production and manufacturing, thus contributing to job creation
Experience Level of the Team (CV's of Members allocated to the project with verifiable references) (5)	15	Experience, Expertise/skills related to the project Linkages and collaborations
Total Score	100	

4 VALUATION METHODOLOGY AND CRITERIA

During this EOI process, the ELIDZ intends utilising the following methodology and criteria in selecting a preferred Supplier(s). Please note that the criteria and/or weightings listed in the various stages below may change at RFP stage.



NB: The EOI process would end at Stage 4 if minimum threshold obtained by the respondents. In stage 4 presentation is not compulsory. Evaluation of the various stages will normally take place in a sequential manner. However, in order to expedite the process, ELIDZ reserves the right to conduct the different stages of the evaluation process in parallel. In such instances, the evaluation of tenderer at any given stage must therefore not be interpreted to mean that respondents have necessarily passed any previous stage(s).

4.1 SUMMARY OF PROPOSED EOI EVALUATION THRESHOLD AND WEIGHTINGS

EVALUATION CRITERIA	MINIMUM THRESHOLD [%]
Technical / functionality	70%

EVALUATION CRITERIA	FINAL WEIGHTED SCORES
Technical / functionality	100
TOTAL SCORE:	100

Note: ELIDZ will reserve the right to conduct post-tender negotiations with the preferred Respondent(s) during RFP stage.

4.2 PRESENTATIONS AND ADJUDICATION REQUIREMENTS FOR FINAL CONSIDERATION

The Innovation Adjudication Committee shall ensure all Intellectual Property requirements are met by the submitting SMMEs.

The Presentation will be evaluated as follows:

FINAL EVALUATION

Rating 1 – 5

1 – Poor, 2 - Fair, 3 – Good, 4 – Very Good, 5 – Excellent.

EVALUATION CRITERIA	POINTS	POINTS	COMMENTS
Team	5		
Skills of the team members, knowledge of the industry/technology/experience? Are they capable of delivering?			
Market	5		
Need – What is the problem that your technology is trying to address? How big/urgent is the problem to the customer? What other alternative exist to solve the problem? Market size in terms of Rands?			
Innovation Concept	5		
Technology – What is the solution to the problem/service offering? How does your technology work? What makes it better compared to what might exist in the market? What stage is your technology TRL?			
Intellectual Property and Budget	5		
Nature of IP (patent or trademark), ownership and registration status (is it protected)? Feasibility of the budget – does the budget seem realistic?			
Total Score	20		

**EOI for the Development of Technologies and Innovations
for ELIDZ SOC Ltd operating as East London Industrial Development Zone**

Section 4: EXPRESSION OF INTEREST APPLICATION FORM

1 APPLICANT DETAILS

PROJECT TITLE:	
NAME OF APPLICANT:	
CITY/TOWN (Applicants Residence):	
COUNTRY OF BIRTH:	
EMAIL ADDRESS:	
TELEPHONE NUMBER (Land Line):	
MOBILE PHONE NUMBER:	

2 COMPANY DETAILS

COMPANY NAME:					
COMPANY ADDRESS:					
EMAIL ADDRESS:					
COMPANY REGISTRATION NUMBER:					
TELEPHONE NUMBER (Land Line):					
MOBILE PHONE NUMBER:					
TURNOVER IN THE LAST FINANCIAL YEAR:					
DOES YOUR PROJECT REQUIRE FUNDING TO PROGRESS TO THE NEXT PHASE?	<table border="1"> <tr> <td><input type="checkbox"/></td> <td>YES</td> <td><input type="checkbox"/></td> <td>NO</td> </tr> </table>	<input type="checkbox"/>	YES	<input type="checkbox"/>	NO
<input type="checkbox"/>	YES	<input type="checkbox"/>	NO		
BEE STATUS:					
BRIEF DESCRIPTION OF CORE BUSINESS:					

3 STRATEGIC ALIGNMENT

3.1 Select sector/s to which your project contributes:

<input type="checkbox"/>	Automotive	<input type="checkbox"/>	Renewable Energy
<input type="checkbox"/>	ICT	<input type="checkbox"/>	Pharmaceuticals
<input type="checkbox"/>	Aquaculture	<input type="checkbox"/>	Other _____
<input type="checkbox"/>	Agro-Processing		

3.2 Does your project require funding? Identify the activity/ies for which funding is sought:

<input type="checkbox"/>	Launch of technology or innovation	<input type="checkbox"/>	Developed prototype to be tested in the market
<input type="checkbox"/>	Protecting Intellectual Property Management	<input type="checkbox"/>	Pay a tech station to produce a product
<input type="checkbox"/>	Certification services support	<input type="checkbox"/>	Access to markets

4 Technology/Innovation INFORMATION

4.1 Project Description

Briefly describe the project. What is the overall/core purpose of the project?

4.2 Problem Statement or Market Need and Solution

What problem/opportunity does the innovative solution or technology aim to solve/exploit?

Respondent's Signature

Date and Company Stamp

Discuss the market need that you are addressing

Explain what further innovation is required to develop your innovative solution or technology in order to market it to potential clients?

Describe at what stage of development is the innovative solution or technology.

Attach a brief summary of preliminary results and pictures of technologies or innovations where applicable.

If you have undertaken some analysis of competing solutions to the stated problem, provide a list of competitors with the same or similar offering to yours.

Explain how your solution may be better than similar offerings. List the differentiating innovative features.

Where do you plan to implement and/ or roll out your proposed solution/technology (specify the area/s and provide reasons for the choice of the area/s)

4.3 Intellectual Property

Is the solution or technology new or novel? Please elaborate...

What do you see as the most difficult aspect for competitors to copy in your offering?

Do you have patents or other IP protection in place that pertains to the project? If so, who owns the IP and what does the patent/IP protection cover? (Attach Proof).

Describe all existing IP relevant to this solution/technology, indicate ownership of the IP and any relevant information on registration of the IP

Description	Ownership	Registration

Respondent's Signature

Date and Company Stamp

If you do not have IP in place, briefly describe potential IP that is likely to be developed in this project.

4.4 Project Plan

(identify activities that should bring you closer to achieving your goals and could entail a combination of technical and business development activities).

What is the applicant going to commit to the execution of the project and reaching the planned deliverables?

How has your project been funded? Provide information on prior funding received for this project (funder's name, amount received, amount expended, and aspect of project funded).

Have you recently approached other potential business partners/funders for financial support? Please provide details of responses.

If so, what is the status of your application? Please attach a brief summary on work already conducted on this project.

What business model you propose to ensure its long-term sustainability?

4.5 Commercialisation

What further activities (beyond the activities listed in section 4.4. would be required before commercialising your Innovation?

Briefly describe your intended commercialisation strategy.

How do you plan to get your offering to the market e.g. Do you plan to license the innovation to another company or manufacture and sell yourself?

Describe how your solution will be enhanced/expanded through this Expression of Interests?

4.6 Project Risks

List any technical and/or commercial risks pertaining to the project and state how these risks will be mitigated.

5 TEAM

List the key members of the team involved in the technology or innovation as well as the stakeholders and institutions that have been identified to help in this innovation (Names and Surname with ID No's and copies and their roles in the project)

Provide their qualifying Competence, expertise and capability of the team executing the project (Attach profiles of team members).

List external partners or companies and role/contribution to project (Attach applicable proof of Memorandums of Agreement/Understanding)

Any additional information/motivation that will support your application.

CONFIDENTIALITY

All information related to a subsequent contract, both during and after completion, is to be treated with strict confidence. Should the need however arise to divulge any information gleaned from provision of the Services, which is either directly or indirectly related to ELIDZ’s business, written approval to divulge such information must be obtained from ELIDZ.

RETURNABLE DOCUMENTS

a) Respondents must submit with their responses to this EOI, **as a minimum requirement**, all the returnable documents indicated below with a [✓]. All Sections must be signed and dated by the Respondent.

Minimum Requirements - Returnable Documents	Submitted [✓]
SECTION 1 : EOI Scope of Requirements - Valid Tax Clearance certificate: Personal (pre corporate company and /or business)	
SECTION 2: Tenderer EOI Information • Company Registration documents • Declaration of the Innovation’s stage of development • Latest Company Financial Statements or DTI Affidavit indicating turnover and BBBEE Level. Preference to be given to SMMEs with the lowest turnover	
SECTION 3 : ELIDZ’s EOI Information • Supporting documents as proof of relevant Industry experience for at least 2 members	
In case of a joint venture, a copy of the joint venture agreement or written confirmation of the intention to enter into a joint venture agreement.	
Valid and original (or a certified copy) of proof of Respondent’s compliance to B-BBEE requirements stipulated in Section 8 of this RFP	

Description (List technical Capability below)	Yes	No
Stage of the technology or innovation reached TRL 5		
Value of the Innovation (Market Research)		
Experience Level of the Team (CV’s of Members allocated to the project with verifiable references)		
Potential of the technology or innovation contributing to job creation		
IP Certificate or Provisional IP Certificate		

Note: The extent to which you are able to provide all or any of the Technical Criteria indicated above will not necessarily penalise you from further participation in an RFP process. Responses to this EOI will permit ELIDZ to

 Respondent’s Signature

 Date and Company Stamp

consider and formulate various options in terms of the proposed allocation of its supply requirements and/or allied Services.

b) Essential Returnable Documents

In addition to the requirements of section (a) above, Respondents are further required to submit with their Proposals the following **essential Returnable Documents** as detailed below.

Essential Returnable Documents required for evaluation purposes:

Failure to provide all essential Returnable Documents used for purposes of scoring a tender, by the closing date and time of this tender will not result in a Respondent's disqualification. However, tenderers will receive an automatic score of zero for the applicable evaluation criterion. Tenderers are therefore urged to ensure that all these documents are returned with their Proposals.

Please confirm submission of these essential Returnable Documents by indicating Yes or No in the table below:

<i>ESSENTIAL RETURNABLE DOCUMENTS USED FOR SCORING</i>	<i>Yes</i>	<i>No</i>
Proof of prototype of the technology or innovation		
Value of the Innovation (Market Research)		
Experience Level of the Team (CV's of Members allocated to the project with verifiable references)		
IP Certificate or Provisional IP Certificate make this optional.		

Other Essential Returnable Documents:

Failure to provide other essential Returnable Documents may result in a Respondent's disqualification. Tenderers are therefore urged to ensure that all these documents are returned with their Proposals.

Respondent's Signature

Date and Company Stamp

The successful Respondent will be required to ensure the validity of all returnable documents, including but not limited to its Tax Clearance Certificate and valid B-BBEE Verification Certificate, for the duration of any contract emanating from this EOI. Should the Respondent be awarded the contract [**the Agreement**] and fail to present ELIDZ with such renewals as and when they become due, ELIDZ shall be entitled, in addition to any other rights and remedies that it may have in terms of the eventual Agreement, to terminate such Agreement forthwith without any liability and without prejudice to any claims which ELIDZ may have for damages against the Respondent.

SIGNED at _____ on this ____ day of _____ 2020

SIGNATURE OF WITNESSES

ADDRESS OF WITNESSES

1 _____

Name _____

2 _____

Name _____

SIGNATURE OF RESPONDENT'S AUTHORISED REPRESENTATIVE: _____

NAME: _____

DESIGNATION: _____

Respondent's Signature

Date and Company Stamp