

REQUEST FOR PROPOSALS (RFP)

THE SERVICES OF AN EXPERIENCED TRANSACTION ADVISOR

The **East London Industrial Development Zone SOC Ltd** is the operator of the East London Industrial Development Zone (ELIDZ), an entity which exists to help manufacturers to become globally competitive through the development and efficient management of a modern, purpose built industrial location, which offers investing industries a streamlined business environment enhanced by a range of supporting services. The zone is already operational and currently houses a number of manufacturers that supply products for the local and international markets.

SCOPE OF WORK:

The East London IDZ (Hereinafter the ELIDZ"), owns an 18-hole Golf Course of approximately 74 hectares, which Golf Course is sandwiched between the ELIDZ Zone 1 A and the residential area named Sunnyridge and Siyakha. The wish is to develop portions of the Alexander Golf course into mixed used development and to reduce the Golf Course from 18 holes to 9 holes through a re-configuration exercise. The site is legally described as Farm 948, Farm 947 and a Remainder of Erf 17977. It is currently zoned as a commonage and Portion 1 of Erf 17997 is zoned Commercial for Offices and Retail. The ELIDZ wishes to subdivide the site and rezone different portions of it for different uses.

The ELIDZ invites interested, experienced and resourceful Transaction Advisor to respond to a Request for Proposal (RFP) for **The services of an experienced Transaction Advisor** to develop a project concept plan and advise and assist the ELIDZ with Technical, Financial and Legal advice from inception until the project is closed.

Reference No.	Description / Name	Closing Date / Time
2021-ADV-PROP-001	THE SERVICES OF AN EXPERIENCED TRANSACTION ADVISOR	18 June 2021 at 12h00

The ELIDZ seeks the services of an experienced Transaction Advisor to advise and assist the ELIDZ with

- **Technical Advice**
 - Work with Internal Project Management on matters of civil infrastructure.
- **Financial Advice**
 - Assist in sourcing funding for civil infrastructure development funds for the ELIDZ from Grant funders.
 - Assist the buyers in sourcing FLISP (Finance Linked Individual Subsidy Programme).
 - Advise the ELIDZ on a projected Net Operating Income from the completed project.
 - To investigate and advise the ELIDZ on an acceptable model (Being Leasehold or Freehold rights) for the development.
- **Legal advice from inception until the project is closed**
 - Will be involved in creating separate titles for the different stands (Depending on the viable model chosen).

The above advisory services are expected for managing the following work packages for the project:

- **Concept Development**
- **Stakeholder Facilitation**
- **Market Interest Solicitation**

It should be noted that the Bidders need to quote for each work package separately as the ELIDZ will not necessarily accept the prices for all the work packages.

BRIEFING MEETING (Virtual):

The Briefing is **NOT COMPULSORY**, however bidders are encouraged to **register for the briefing** with the ELIDZ as a **potential tenderer**.

Such registration as a potential tenderer must be effected by sending an email to Anathi Mzantsi at the ELIDZ, confirming your interest in tendering, to be received by no later than **08 June 2021 at 09h00**.

Please make use of the following e-mail address for such registration: anathi@elidz.co.za

A Teams meeting request (with link) will be emailed to all registered potential tenderers by no later than 08 June 2021 at 10h00.

A **virtual Tender Clarification Meeting** with representatives of the Employer will take place with the **registered potential tenderers** on the Teams platform on **08 June 2021 starting at 11h00**.

BID CONDITIONS:

- Tenderers are required to submit a Valid SARS Tax Clearance Certificate with their tender or SARS PIN number
- Tenderers should submit a Valid original or certified B-BBEE certification. Companies with annual turnover less than R10 million to submit an accountant or SARS letter confirming turnover.
- Tenderers to provide certified copy of Company Registration Certificate
- Tenderers to provide Letter of Good Standing from Compensation Commissioner
- Tenderers must submit technical and financial proposals in two separate envelopes clearly marked **"Envelope A-Technical Proposal"** and **"Envelope B-Financial Proposal"**. The financial proposal will only be opened should the technical proposal be deemed responsive.
- The tenderer or any of its directors is not listed on the Register of Tender Defaulters in terms of the Prevention and Combating of Corrupt Activities Act of 2004 as a person prohibited from doing business with the public sector.
- The Tenderer is not insolvent, in receivership, under Business Rescue as provided for in chapter 6 of the Companies Act, 2008, bankrupt or being wound up, has his affairs administered by a court or a judicial officer, has suspended his business activities, or is subject to legal proceedings in respect of any of the foregoing.
- The Tenderer has not abused the Employer's Supply Chain Management System.
- The Tenderer has failed to perform on any previous contract and has been given a written notice to this effect.
- The Tenderer complies with the legal requirements, stated in the Tender Data.
- A non-signed "Form of Offer" in the financial proposal in the "Envelope B" submission will result in the disqualification of the tender.
- Inclusion of Price Offer and/or any other price related details in "Envelope A-Technical Proposal" will result in the disqualification of the tender.
- The successful Tenderer will be required to have sufficient and competent staff available to commence full time operations in accordance with the contract with effect from the Commencement Date, failing which the contract will be awarded to the next most preferred Tender.
- A registered operational office within the Buffalo City municipal boundaries will be given preference.

EVALUATION:

The evaluation will be guided by the ELIDZ procurement policy. Points will be awarded on the basis of Price and BBBEE.

Score breakdown:

- 80 Points for Price
- 20 Points for BBBEE

All tenders not providing compulsory responsive documentation and with functionality scoring less than 70%, will not be considered for the next stage of tender evaluation.

PROPOSAL DOCUMENT & SUBMISSION:

The RFP documents will be available for download at no cost on **28 May 2021 at 12h00 (Noon)** from the East London Industrial Development Zone website: www.elidz.co.za under **Opportunities >> Tenders**.

The tender must be returned in two separate sealed envelopes clearly marked "Envelope A-Technical Proposal" and "Envelope B-Financial Proposal" with each marked "Confidential" and with the name/address of the submitting company and the tender reference number on each envelope. Both envelopes are to be deposited in the Tender Box at the **Head Office Reception Area of the ELIDZ, Lower Chester Road, Sunnyridge, East London on or before 12h00 on 18 June 2021**.

ELIDZ will not be responsible for tenders placed in an incorrect tender box. No late tenders will be accepted. The complete set of tender documentation must be returned with the submission and only original intact tenders will be considered. Telegraphic, telephonic, telex, facsimile and e-mail tenders will not be accepted.

TENDER ENQUIRIES:

Queries relating to the tender proposals may be addressed to: Ms. Anathi Mzantsi

T: +27 43 702 8200 | E: anathi@elidz.co.za

