

Request for Proposals (RFP)

Coaching Programme for Youth Entrepreneurs in Maritime

Date of Issue	Friday, 08 September 2023
Closing Date	Friday, 22 September 2023
Place	303 Anton Lembede Street, Durban Club Chambers, Suite 1005, 10th Floor, Durban, 4001
Enquiries	yamkela@maritimecluster.co.za
EMC business hours	08h00 – 16h30
Category	Training and Coaching Services

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SECTION A – TECHNICAL INFORMATION

1. INTRODUCTION

EThekwini Maritime Cluster (EMC) is a Not-for-Profit Company incorporated in terms of the Company Act and its relevant Regulations. It was launched in 2009 as an initiative of eThekwini Municipality.

The mandate of the EMC is to provide a platform for collaborative engagement between different levels of government, state-owned enterprises and the maritime community to implement programs of common interest that support the growth and improve the performance and competitiveness of the maritime industry.

Since the inception of EMC, there has been a number of developments in the Maritime Sector. As per our current Business Plan, EMC focuses on the following key Programmes:

- Enterprise Development
- Training and Skills Development
- Industry Promotion
- Aquaculture and Fisheries
- Maritime Manufacturing and Services

2. BACKGROUND

eThekwini Maritime Cluster under its Enterprise and Supplier Development programme has developed the Coaching Programme for Youth Entrepreneurs in Maritime for young people in and those aspiring to be in the maritime industry specifically the shipping sector. This programme aims to equip entrepreneurs with the necessary skills to navigate the shipping sector, offer guidance on building business models to advance their businesses, build leadership skills, create business strategies, exposure to the maritime industry through industry tours, and access to industry experts through mentorship for sustainable business success.

The Coaching Programme for Youth Entrepreneurs in Maritime is a new programme that seeks to introduce 10 youths to the maritime industry, its opportunities and capacitate them. The training requirements are informed by a training needs analysis conducted by EMC and the inquiries received from people interested in entering the shipping sector. This includes feedback provided by the youths who were part of the EMC – Transnet Port Terminals Incubation Programme. The wide gap of Youths who are not actively participating in the shipping sector business wise can be alleviated through such initiatives.

A final programme report by the service provider will be required at the completion of the programme.

3. INVITATION FOR PROPOSALS

EMC is seeking the services of a suitably qualified and experienced Service Provider with the requisite leadership to facilitate the Coaching Programme for Youth Entrepreneurs in Maritime for 10 Youth aspiring or with businesses in the shipping sector that will be coached for a period of 6-weeks. These entrepreneurs need to be introduced to the maritime industry, strategy and

business models, finance management, funding models, innovation and design thinking as well as industry tours.

EMC is looking to deliver the training as follows (which the consultant should consider):

COMPONENT	RATIONALE	INTENDED RESULTS
1. Introduction to the maritime industry.	The maritime industry is characterised by a disintegrated flow of information which makes it challenging for those interested in entering the industry to obtain the necessary information in one place. Beneficiaries that do not understand the sector need to be introduced to the Maritime Industry and those somewhat familiar, be provided with places of getting key information.	A basic maritime industry understanding by all entrepreneurs and access to information.
2. Strategy and business models.	Identifying what the business intends to achieve and thorough description of how it is going to get there is important for any business to succeed.	Organisation and planning skills.
3. Financial management.	This will allow entrepreneurs to make informed decisions about how to effectively use and manage their financial resources. This includes creating budgets, forecasting revenue and expenses, managing cash flow, and keeping accurate financial records.	Sound financial decision making.
4. Funding models	All entrepreneurs need a strategy for the business that outlines how it will generate profits, have specific information about services, products, markets and expenses. This ensures the sustainability of the business.	Sustainable business.
5. Innovation and Design-thinking	Entrepreneurial design thinking allows you to follow various thinking styles and probe open-ended options in order to strike actionable solutions and create a mark in the competitive marketplace.	Innovation and Design thinking skills.

6. Industry site tours	Various maritime site visitations for exposure, first-hand knowledge and experience of background functions of the sector.	Awareness and first-hand experience.
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EMC will cover the following:

- Venue to host training
- Catering for beneficiaries

4. PROPOSAL SPECIFICATION

EMC specifications are detailed below and the evaluation process will be based on the criteria set out in section 5 (evaluation process and criteria). All RFPs are to be submitted in a format specified in this document (as applicable).

4.1 SCOPE OF WORK AND DELIVERABLES

The Training Consultant (s) will be required to provide the following services as a minimum:

4.2 PROJECT TIMELINES

The bidder must outline the deliverables and associated timelines of 03 days for 10 entrepreneurs for a period of 06 weeks.

4.3 SUBMISSION REQUIREMENTS

Bidders should provide the following items as part of the proposal for consideration:

4.3.1 BIDDER'S PROPOSAL ON APPROACH AND METHODOLOGY

- Provide an executive summary which describes the services that will be provided and how the firm will address the needs, objectives and requirements outlined in the Scope of Services;
- This response should include a detailed description of the approach or plan to be used. The detailed plan shall focus on the methodology used for the management and execution of the required services. The plan should demonstrate an overall understanding of the Scope of Work to be performed and will be judged on clarity, comprehensiveness and presentation of materials in a thorough, concise format;

4.3.2 BIDDER'S EXPERIENCE AND REFERENCES

- Description of experience and success in the training of graduates and any other form of training and skills development;
- Provide a list of client references of institutions which demonstrates experience in providing services similar to the scope required by this RFP.

4.5.4 PRICING PROPOSAL

- Provide cost proposal commensurate with proposed services, based on a success fee basis.

5. ELIMINATION CRITERIA

Proposals will be eliminated under the following conditions:

- Submission after the deadline;
- Submission of incomplete documentation; and
- Proposals submitted at an incorrect location.

SECTION B – TERMS AND CONDITIONS

6. VENUE FOR PROPOSAL SUBMISSION

All proposals must be submitted in electronic format and/ or hardcopy to:

yamkela@maritimecluster.co.za

303 Anton Lembede Street,
Durban Club Chambers
Suite 1005, 10th Floor
Durban,
4001

7. PROPOSAL PROGRAMME

The proposal programme, as currently envisaged, incorporates the following key dates:

- Issue of proposal documents: Friday, 01 September 2023
- Closing/submission date: Friday, 23 September 2023

8. SUBMISSION OF PROPOSALS

- 8.1.** All proposals are to be sealed. No open proposals will be accepted.
- 8.2.** Proposals submitted by companies must be signed by a person or persons duly authorised, otherwise they will be deemed invalid.
- 8.3.** The EMC will award the contract to qualified Bidder (s)' whose proposal is determined to be the most advantageous to the EMC, taking into consideration the technical (functional) solution, price and B-BBEE.

DEADLINE FOR SUBMISSION

Proposals shall be submitted at the address mentioned above no later than the closing date of **Friday, 23 September 2023** during EMC's business hours. The EMC business hours are between 08h00 and 16h30.

Where a proposal is not received by the EMC by the due date, stipulated place and time, it will be regarded as a late proposal. Late proposals will not be considered.

9. AWARDING OF PROPOSALS

Awarding of proposals will be published on the EMC's website. No regret letters will be sent out.

10. EVALUATION PROCESS

Evaluation of proposals

All proposals will be evaluated by an evaluation team for functionality, price and B-BBEE. Based on the results of the evaluation process and upon successful negotiations, the EMC will approve the awarding of the contract to the successful proposer.

A two-phase evaluation process will be followed.

- The first phase includes the evaluation of **elimination** and **functionality criteria**.
- The second phase includes the evaluation of **price** and **B-BBEE** status. Pricing Proposals will only be considered after the functionality phase has been adjudicated and accepted.

11. PRICING PROPOSAL

11.1 Pricing proposal must be cross-referenced to the sections in the Technical Proposal. Any options offered must be clearly labelled. Separate pricing must be provided for each option offered to ensure that pricing comparisons are clear and unambiguous. Price needs to be provided in South African Rand (incl. VAT), with details on price elements that are subject to escalation and exchange rate fluctuations indicated.

11.2 Payment will be according to the CSIR Payment Terms and Conditions.

12. VALIDITY PERIOD OF PROPOSAL

Each **proposal** shall be valid for a minimum period of four (4) days calculated from the closing date.

13. APPOINTMENT OF BIDDER

- 13.1 The contract will be awarded to the Bidder who scores the highest total number of points during the evaluation process, except where the law permits otherwise.
- 13.2 Appointment as a successful Bidder shall be subject to the parties agreeing to mutually acceptable contractual terms and conditions. In the event of the parties failing to reach such an agreement EMC reserves the right to appoint an alternative supplier.

14. ENQUIRIES AND CONTACT WITH THE CSIR

Any enquiry regarding this RFP shall be submitted in writing to EMC at yamkela@maritimecluster.co.za with *The appointment of a Consultant to Provide services for the **Coaching Programme for Youth Entrepreneurs in Maritime.***

Any other contact with EMC personnel involved in this proposal is not permitted during the RFP process other than as required through existing service arrangements or as requested by the EMC as part of the RFP process.

15. MEDIUM OF COMMUNICATION

All documentation submitted in response to this RFP must be in English.

16. CORRECTNESS OF RESPONSES

- 16.1 The Bidder must confirm satisfaction regarding the correctness and validity of their proposal and that all prices and rates quoted cover all the work/items specified in the RFP. The prices and rates quoted must cover all obligations under any resulting contract.
- 16.2 The Bidder accepts that any mistakes regarding prices and calculations will be at their own risk.

17. VERIFICATION OF DOCUMENTS

- 17.1 Proposers should check the numbers of the pages to satisfy themselves that none are missing or duplicated. No liability will be accepted by the EMC concerning anything arising from the fact that pages are missing or duplicated.
- 17.2 Pricing schedule and B-BBEE credentials should be submitted with the proposal, but as a separate document and no such information should be available in the technical proposal.

18. ADDITIONAL TERMS AND CONDITIONS

- 18.1 A proposer shall not assume that information and/or documents supplied to EMC, at any time before this request, are still available to EMC, and shall consequently not make any reference to such information document in its response to this request.
- 18.2 Copies of any affiliations, memberships and/or accreditations that support your submission must be included in the proposal.

- 18.3 In the case of a proposal from a joint venture, the following must be submitted together with the proposal:
- Joint venture agreement including a split of work signed by both parties
 - The original or certified copy of the B-BBEE certificate of the joint venture;
 - The Tax Clearance Certificate of each joint venture member;
 - Proof of ownership/shareholder certificates/copies; and
 - Company registration certificates.
- 18.4 An omission to disclose material information, a factual inaccuracy, and/or misrepresentation of fact may result in the disqualification of a proposal, or cancellation of any subsequent contract.
- 18.5 Failure to comply with any of the terms and conditions as set out in this document will invalidate the Proposal.

19. EMC RESERVES THE RIGHT TO

- 19.1 Extend the closing date;
- 19.2 Verify any information contained in a proposal;
- 19.3 Request documentary proof regarding any proposal issue;
- 19.4 Appoint one or more Bidders, separately or jointly (whether or not they submitted a joint proposal);
- 19.5 Award this RFP as a whole or in part; and
- 19.6 Cancel or withdraw this RFP as a whole or in part.

20. DISCLAIMER

This RFP is a request for proposals only and not an offer document. Answers to this RFP must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of its proposal, Bidders shall be deemed to have satisfied themselves with and to have accepted all Terms & Conditions of this RFP. The EMC makes no representation, warranty, assurance, guarantee or endorsements to Bidders concerning the RFP, whether with regard to its accuracy, completeness or otherwise and the EMC shall have no liability towards the Bidder or any other party in connection therewith.

DECLARATION BY PROPOSER

Only proposals that completed the declaration below will be considered for evaluation.

I hereby undertake to render services described in the attached proposal documents to EMC in accordance with the requirements and task directives/proposal specifications stipulated in **RFP** at the price/s quoted. My offer/s remains binding upon me and open for acceptance by the EMC during the validity period indicated and calculated from the closing date of the proposal.

I confirm that I am satisfied with regards to the correctness and validity of my proposal; that the price(s) and rate(s) quoted cover all the services specified in the proposal documents; that the price(s) and rate(s) cover all my obligations and I accept that any mistakes regarding price(s) and rate(s) and calculations will be at my own risk.

I accept full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on me under this proposal as the principal liable for the due fulfilment of this proposal.

I declare that I have no participation in any collusive practices with any proposer or any other person regarding this or any other proposal.

I accept that the EMC may take appropriate actions, deemed necessary, should there be a conflict of interest or if this declaration proves to be false.

I confirm that I am duly authorised to sign this proposal.

NAME (PRINT)

CAPACITY

SIGNATURE

NAME OF FIRM

DATE

WITNESSES
1
2
DATE