

TENDER NO: DHA06-2018

The Republic of South Africa

Department of Home Affairs

**REDEVELOPMENT OF SIX (6) PORTS OF ENTRY THROUGH A PUBLIC PRIVATE
PARTNERSHIP**

**SUMMARY DOCUMENT ON THE REQUEST FOR PRE-
QUALIFICATION**



home affairs

Department:
Home Affairs
REPUBLIC OF SOUTH AFRICA

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1. DISCLAIMER

- 1.1. This document provides a general overview of the Redevelopment of six (6) Ports of Entry through a Public Private Partnership that the Department of Home Affairs ("the Department") has launched.
- 1.2. Capitalised terms used in this document, bear the meanings ascribed to them in RFQ, unless otherwise defined in the body of this document.
- 1.3. This document does not contain a complete and exhaustive summary of each and every aspect of the RFQ, but provides an overview to Respondents of the key elements, material terms, objectives and structure of the Project. Potential Respondents who intend to submit Responses in respect of the Project are urged to read the full RFQ.
- 1.4. This document is being provided solely for information purposes and is not intended to form any part or basis of any investment decision by potential Respondents. While all reasonable care has been taken in preparing this document, the information contained herein does not purport to be comprehensive or to have been conclusively verified by the Department, any of its officers, employees, servants, agents, its Transaction Advisors or any other person. Accordingly, neither the Department nor any of its Transaction Advisors will accept any liability or responsibility for the adequacy, accuracy or completeness of any of the information or opinions stated in the document.
- 1.5. Should the Department provide subsequent information after the issue of this document and or during the procurement process which differs from the information that is provided in this document, this will, unless so expressed to the contrary, be deemed a variation or modification of the information contained in this document and the Department will not accept any liability or responsibility to any person in this regard.
- 1.6. In order to submit a Response in respect of the Project, each prospective Bidder will be required to pay a non-refundable RFQ Document Fee of fifty thousand Rand (ZAR50 000,00). The Department will only communicate and accept Responses from Respondents that have paid the required RFQ Document Fee.
- 1.7. Enquiries relating to the RFQ should be addressed to elroy.africa@dha.gov.za and yukani.nxasana@dha.gov.za.
- 1.8. The Response Submission Date is 11 May 2018 at 11h00 at 230 Johannes Ramokhoase Street, Hallmark Building, Pretoria. Responses must be enclosed in a sealed envelope, bearing the applicable RFQ heading and reference number.

2. INVITATION

- 2.1. The Department hereby invites any interested legal entities, with the relevant competencies, capacity and experience to submit Responses to be selected as Pre-qualified Bidders for the Project.
- 2.2. The Department has identified six (6) Ports of Entry for the design, redevelopment, finance, construction, operation and maintenance of the Ports of Entry and providing broadband connectivity on a PPP basis.
- 2.3. Respondents are required to demonstrate their capacity and capability to undertake the design, redevelopment, finance, construction, operation and maintenance of the Ports of Entry and provision of broadband connectivity.
- 2.4. The Department anticipates the inclusion of staff housing in the Project and will undertake a feasibility study on this aspect. The outcome of the feasibility study will be communicated during the period between the issuance of the Phase I RFP and the Phase II RFP. Respondents should take note that the staff housing aspect of the Project will at that RFP stage require Respondents to augment their consortia to comply with the staff housing requirements to demonstrate their experience, capability, capacity, and the ability to raise the required funding respectively. Respondents must note that there are no qualification requirements for staff housing at this RFQ stage.
- 2.5. The RFQ process constitutes the first formal step in the procurement process for the Project. The outcome of this first formal step will be the selection of Prequalified Bidders.
- 2.6. Only those Respondents who have paid the RFQ Document Fee shall be entitled to submit a Response in terms of the RFQ.

3. PURPOSE OF RFQ

- 3.1. The purpose of the RFQ is to:
 - 3.1.1. solicit Responses from experienced and committed legal entities who wish to be pre-qualified and in due course be given the opportunity to submit Proposals in respect of the Project;
 - 3.1.2. procure a Preferred Bidder to execute the Project which will be undertaken in three (3) stages, namely:
 - 3.1.2.1. the first stage, being the Pre-qualification stage;

- 3.1.2.2. the second stage, being the Optimisation Process of the Phase I RFP, where the RFP suite of documents will be released to the Pre-qualified Bidders to submit written comments to the Phase I RFP documents and PPP Agreement; and
- 3.1.2.3. the third stage, being the Request for Proposals stage, which will entail the optimisation of the RFP suite of documents taking into consideration the Pre-qualified Bidders inputs to the Phase I RFP documents and any clarification process thereto. This RFP stage will culminate in the release of the Phase II RFP documents, and the Department soliciting Proposals from Pre-qualified Bidders.
- 3.2. The Phase II RFP process may include, at the discretion of the Department, a BAFO stage.
- 3.3. Responses to the RFQ (unless rejected in accordance with the provisions of the RFQ) will be evaluated to produce a shortlist of Pre-qualified Bidders (based on the Qualification Criteria (and any other criteria as set out in the RFQ)) who will then be issued with an RFP in due course, inviting them to submit Proposals.
- 3.4. A Preferred Bidder will then be selected who will conclude the PPP Agreement with the relevant counterparties in order to implement the Project. The Department reserves the right to appoint a Reserve Bidder.

4. STRUCTURE OF THE RFQ

- 4.1. Part A (*General Information, Requirements and Rules*) which provides general information to the Respondents and includes, *inter alia*, general information about the Project, glossary of defined terms used in the RFQ, Project scope and structure, the purpose of the Project and the terms and conditions in terms of which each Respondent is required to submit its Response, including the explanation of and background to the procurement process;
- 4.2. Part A - Volume 1 (*Project Information*) contains the Treasury Approval I letter that has been included with the RFQ in order to provide background information to the Respondents;
- 4.3. Part B (*Qualification Criteria and Response Forms*), which includes Volume 1 (*Qualification Criteria*) and Volume 2 (*Response Forms*) of the RFQ, provides for the qualification requirements regarding the submission of Responses and details regarding the required format of each Response;
- 4.4. Part B - Volume 1 (*Qualification Criteria*) contains all the requirements for the Project, which must be complied with by the Respondent in order for a Response

to be considered a Compliant Response;

4.5. Part B - Volume 2 (*Response Forms*) contains the response forms and the returnable schedules which must be submitted by the Respondents with their Responses; and

4.6. Part C - Scoring and Ranking of Compliant Responses.

5. PROJECT BACKGROUND, INFORMATION AND DESCRIPTION

5.1. Objectives of the Project

5.1.1. The primary goal of the Project procurement process is to conclude a PPP Agreement with the Bidder which the Department has determined as best able to deliver the Project Deliverables, and to achieve the strategic objectives of the Department through the Project.

5.1.2. The strategic objectives of the Project are to:

5.1.2.1. develop modern, cost-effective and efficient Ports of Entry that:

5.1.2.1.1. are in line with global best practice;

5.1.2.1.2. are based on an optimal balance between infrastructure and technology interventions;

5.1.2.1.3. enable the organs of state to efficiently carry out their mandates and protect their interests at the Ports of Entry; and

5.1.2.1.4. facilitate regional trade;

5.1.2.2. determine prospects for socio-economic development and job creation that can be implemented for the communities surrounding the Ports of Entry;

5.1.2.3. determine the institutional mechanisms to be put in place to implement the project;

5.1.2.4. develop a land Port of Entry redevelopment model that can be applied across other land ports with minor modification;

5.1.2.5. develop an integrated border management approach for Ports of Entry;

5.1.2.6. develop the Ports of Entry taking into account the corridor development initiative; and

- 5.1.2.7. balance four (4) policy imperatives, which include:
 - 5.1.2.7.1. economic development;
 - 5.1.2.7.2. national security;
 - 5.1.2.7.3. efficient management of people; and
 - 5.1.2.7.4. human rights and humanitarian approach to dealing with people.

- 5.1.3. Further objectives of this Project include:
 - 5.1.3.1. the redevelopment of the six (6) identified Ports of Entry in order to provide efficient cross-border services for the movement of persons and goods from South Africa in a manner as will generate the fees which will support the envisioned financing;
 - 5.1.3.2. the replacement and/or upgrading of existing infrastructure, the acquisition of additional land, the development and implementation of an information technology system with broadband connectivity that provides for optimal interoperability at each Port of Entry, where such interoperability is extended to all relevant stakeholders;
 - 5.1.3.3. subject to the feasibility study currently being undertaken by the Department on staff housing, the provision of staff housing at or within close proximity to the Ports of Entry;
 - 5.1.3.4. the maintenance and operation of all redeveloped infrastructure over the term of the PPP Agreement, and
 - 5.1.3.5. the facilitation of the development of one stop border posts where appropriate.

- 5.1.4. An essential part of the required support infrastructure is having a border management environment which reflects the character and image of the organs of state which have a presence at the Ports of Entry and the mandate and identity of the Border Management Authority ("BMA") in future, encourages and supports effective and efficient delivery of the relevant services, caters for the needs of staff and reflects the relevant organs of state which have a presence at the Ports of Entry as people-orientated organisations. The environment must support and enhance the value chain for delivery and improve service delivery to its clients.

- 5.1.5. The Project is also planned to actively promote a range of Government's and Department's objectives in the transition period while the BMA is being established. The key priorities include the promotion of job creation, development of Qualifying Small Enterprises ("QSEs") and Exempted Micro Enterprises ("EMEs"), private sector participation and transformation.
- 5.1.6. In addition to the overall objectives of the Project, a number of specific Project goals have been identified. In their Responses, Respondents are required to demonstrate how they intend to address each of the specific Project goals. They are:
- 5.1.6.1. procurement of a cost effective, consolidated and compliant working environment within an optimal project structure;
 - 5.1.6.2. ensuring the continuity of port of entry operations during the construction period and safe and efficient transitional arrangements;
 - 5.1.6.3. achievement of a successful long term strategic partnership between the Department and the Private Party;
 - 5.1.6.4. maximising and entrenching the optimal involvement of Black People, Youth and Local Communities in the entire life-cycle of the Project, meeting and exceeding the Department's Economic Development requirements and promoting sustainable local economic development;
 - 5.1.6.5. successful management of key stakeholder relationships in the preparation and implementation of the Project;
 - 5.1.6.6. achieving Financial Close within the shortest possible timeframe after Commercial Close;
 - 5.1.6.7. successful achievement of the output specifications and Service standards which will be developed for the Project in the RFP and underpin the funding model for the Project;
 - 5.1.6.8. creation of jobs during both the construction phase and sustainable jobs during the operational phases of the Project, for example, through the utilisation of labour intensive construction methods; and
 - 5.1.6.9. achievement of appropriate risk transfer to the Private Party and real Value for Money for the Department.

5.2. **Staff Housing**

- 5.2.1. The Port of Entry staff assessment and staff requirements were based on the operating model developed for the BMA. In order to achieve the agreed service delivery standards and the desired service improvements at each of the Ports of Entry, the deployment of the right level and number of staff is key.
- 5.2.2. The provision of staff housing infrastructure plays a vital role in the success of the Project and has underpinned the Department's decision that staff housing must form part of the Project.
- 5.2.3. The adequacy of the current staff housing should be assessed in line with the overall modernisation of the Ports of Entry. It must be noted that the provision of staff housing will differ at each Port of Entry and will depend on a number of factors, including, but not limited to the following:
- 5.2.3.1. guiding principles of the organs of state with a presence at the Ports of Entry on the type of accommodation to be provided for their staff members and the required layout and design principles;
 - 5.2.3.2. the number of staff members to be deployed at the Ports of Entry, and the required arrangements for seasonal employees over peak travelling periods;
 - 5.2.3.3. the impact on town planning, proximity to urban centres, integration with the local communities and access to transportation, schools, churches, healthcare, shopping centres etc;
 - 5.2.3.4. the current state of staff housing infrastructure at the Ports of Entry;
 - 5.2.3.5. topography surrounding the Ports of Entry and suitable and available land; and
 - 5.2.3.6. the requirements of the BMA operating model on staff housing.
- 5.2.4. The Department is currently undertaking a feasibility study on staff housing for the six (6) identified Ports of Entry.

5.3. **Broadband Connectivity**

- 5.3.1. There is a requirement for the establishment of stable and sustainable fibre optic broadband connectivity to the six (6) identified Ports of Entry with active redundancy to enable the efficient transfer of data between the

localised Port of Entry applications and/or systems and central applications and/or systems for all organs of state operating at the Ports of Entry.

- 5.3.2. The broadband connectivity shared among all organs of state operating at the Ports of Entry should receive guaranteed connection speeds with their appropriate security policy and operating protocols in place for each organ of state. There is a need to have adequate line monitoring and redundancy to ensure the required service uptime. There is also a requirement for support and maintenance for the broadband connectivity infrastructure and equipment.

5.4. **Number of Packages which a Bidder can win**

The Department intends to appoint one (1) Preferred Bidder to undertake the design, redevelopment, finance, construction, operation, maintenance and provision of broadband connectivity at the six (6) identified Ports of Entry.

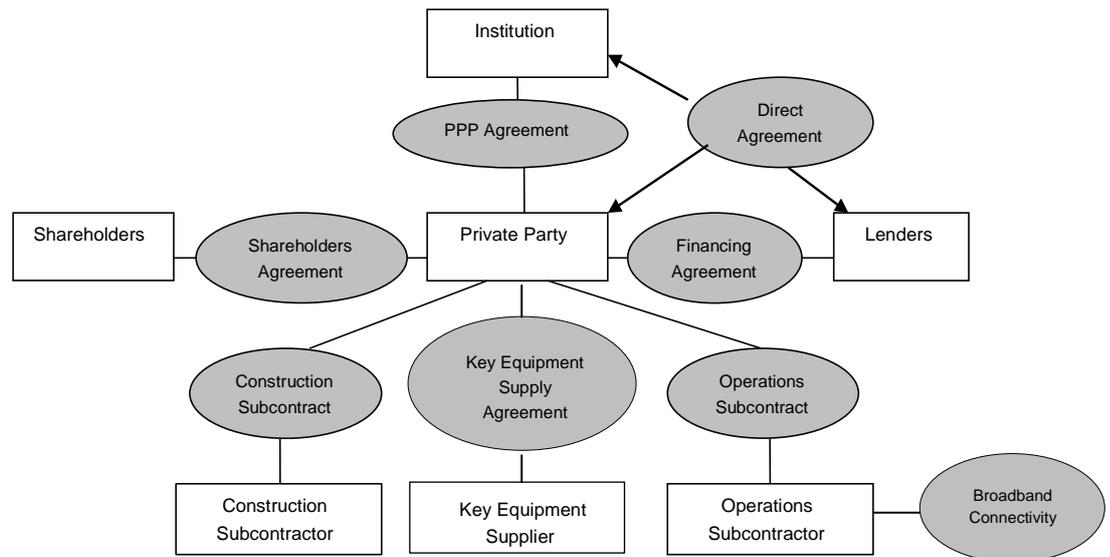
5.5. **Project Structure and the PPP Agreement**

- 5.5.1. It is anticipated that substantial funding for the Project will be provided by limited-recourse debt to be made available by Lenders (other than the shareholders or related parties of the Private Party) who will look primarily to the cash flows generated from the Project (that is, the Unitary Payments to be made by the Department for the delivery of the Project) to service that debt. Since the cash flows generated in the Project will depend on the sustained delivery by the Private Party of the agreed services at the prescribed performance levels, poor performance by the Private Party will put the servicing of such debt at risk. These Lenders will be able to mitigate such risk in part through step-in and substitution mechanisms provided for in terms of a direct agreement to be concluded between them and the Department.

- 5.5.2. Respondents are advised that the Private Party will not be entitled to encumber the Land or any of the Departments' properties or assets to finance the Project.

- 5.5.3. The anticipated primary revenue, which will accrue to the Private Party, will be the Unitary Payment, which will be subject to penalty deductions in circumstances where the Private Party delivers services at a level lower than that contracted for in the PPP Agreement. The Department will be entitled to levy penalties for, a specified level/frequency of unavailability or performance failure and if not satisfactorily remedied, terminate the PPP Agreement.

- 5.5.4. The financial commitments in the PPP Agreement shall be denominated in Rand. The Private Party will be responsible for and take the risk of currency, interest rate, and other fluctuations and will to that extent make provision within its costs to the Department for any hedging arrangements which the Private Party may require in relation to its obligations under the PPP Agreement.
- 5.5.5. It anticipated that the contractual structure to be adopted for the Project will be similar to other PPP projects which have been undertaken. The contractual structure is indicated below.



- 5.5.6. Pre-qualified Bidders will be consulted regarding the envisaged financing structure and related mechanisms in the course of developing the Project RFP, as part of the Optimisation Process.

5.6. **Contracting Entity**

The Department will conclude the PPP Agreement with the Private Party pending the establishment of the BMA. It must be noted that in the event that the BMA is established prior to the conclusion of the PPP Agreement, the BMA will conclude the PPP Agreement with the Private Party.

5.7. **Risk Transfer, Affordability and Value for Money**

- 5.7.1. Transfer of risk forms an important consideration for both the Private Party and the Department, with both parties seeking to ensure that risk is allocated to the party best placed to manage or mitigate against that risk.

The Private Party will be required to assume a substantial portion of all forms of project life-cycle risk including design, construction, financing, operation and maintenance risks.

5.7.2. Affordability and Value for Money also form an integral part of this procurement process in that the financial commitments to be incurred by the Department can be met by funds designated for the development of the Project as well as those created by the implementation of the Project, and the Project results in a net benefit to the Department defined in terms of:

5.7.2.1. cost;

5.7.2.2. price;

5.7.2.3. quality;

5.7.2.4. quantity; and

5.7.2.5. risk transfer.

5.8. **Economic Development**

5.8.1. Economic Development

As already defined above, Economic Development is a term used to refer to localisation, job creation and B-BBEE.

5.8.2. Localisation

5.8.2.1. Localisation is a policy of Government, which is intended to prevent industrial decline, and support the growth and diversification of South Africa's manufacturing sector. Localisation through manufacturing is the engine of growth and employment of all economies that have achieved high gross domestic product and employment growth. Manufacturing can therefore generate significant job creation directly as well as indirectly in a range of primary and service sector activities.

5.8.2.2. In South Africa, recent national policy frameworks have identified localisation as a way to maximise the benefits from investment in relevant sectors and is intended to be the means through which industrialisation of the local economy is to be achieved. The Project is aligned to national policy frameworks in its promotion of effective localised industrialisation.

5.8.2.3. The intention of the Department is to follow an approach based on strategic choices of what to localise effectively, efficiently and most importantly, sustainably, while simultaneously guarding the strategic objectives of the Project. Furthermore, this approach is mindful of risks often associated with the application of localisation requirements such as inflated local input prices and the entrenchment of monopolistic market structures and conduct. More details on the localisation requirements will be contained in the RFP.

5.8.3. B-BBEE

5.8.3.1. B-BBEE is a policy of Government, which aims to achieve the constitutional imperatives of transformation.

5.8.3.2. The objectives of B-BBEE include:

5.8.3.2.1. promoting economic transformation in order to enable meaningful participation of Black People in the economy;

5.8.3.2.2. achieving a substantial change in the racial composition of ownership and management structures and in the skilled occupations of existing and new enterprises;

5.8.3.2.3. empowering communities by enabling access to economic activities, infrastructure and skills; and

5.8.3.2.4. increasing effective economic participation through ownership and management of enterprises by Black People, including small, medium and micro enterprises and co-operatives and enhancing their access to financial and non-financial support.

5.8.4. Regulatory Framework for Economic Development

5.8.4.1. In designing requirements pertaining to Economic Development, the Department had regard to the existing policy framework and legislation regarding Economic Development and this was used to design an appropriate approach to Economic Development for this Project. The existing policy framework and legislation includes, the

5.8.4.1.1. Constitution of the Republic of South Africa, 1996;

5.8.4.1.2. B-BBEE Act and the Department of Trade and Industry B-BBEE Codes of Good Practise;

- 5.8.4.1.3. Amended B-BEEE Codes;
- 5.8.4.1.4. PPPFA and its regulations;
- 5.8.4.1.5. PFMA;
- 5.8.4.1.6. Construction Sector Codes;
- 5.8.4.1.7. ICT Sector;
- 5.8.4.1.8. B-BBEE Codes for PPPs;
- 5.8.4.1.9. National Development Plan Vision 2030;
- 5.8.4.1.10. New Growth Plan;
- 5.8.4.1.11. Local Procurement Accord; and
- 5.8.4.1.12. National Skills Development Strategy.

5.8.5. Economic Development Objectives

5.8.5.1. The following Economic Development objectives were derived from the applicable regulatory framework and applicable socio-economic conditions in South Africa and are as follows:

- 5.8.5.1.1. education and skills development through various initiatives in the Project;
- 5.8.5.1.2. increased job creation and employment;
- 5.8.5.1.3. advancement of participation by Black People in equity;
- 5.8.5.1.4. advancement of small, medium and micro enterprises, through subcontracting and enterprise development;
- 5.8.5.1.5. socio-economic development initiatives; and
- 5.8.5.1.6. increased local manufacture and use of local components.

5.8.5.2. The achievement of the Department's Economic Development objectives through the Project is a crucial indicator of the success thereof.

5.8.5.3. The Department's approach to Economic Development is informed by *inter alia*, the:

- 5.8.5.3.1. opportunity presented by infrastructure development projects such as the current Project; and
- 5.8.5.3.2. opportunity presented by structuring new project companies and/or entities (private parties) to be created for implementing the Project.
- 5.8.6. Elements to address the Economic Development Objectives
 - 5.8.6.1. The elements which have been identified to achieve the Economic Development objectives are in line with the PPP Manual Code for B-BEEE in PPPs and are as follows:
 - 5.8.6.1.1. ownership, the Department's anticipated thresholds for ownership and enterprise and supplier development at RFP stage are forty percent (40%) Shareholding by Black People;
 - 5.8.6.1.2. management control;
 - 5.8.6.1.3. subcontracting, which is currently anticipated to include thirty percent (30%) subcontracting to Black Enterprises;
 - 5.8.6.1.4. socio-economic development; and
 - 5.8.6.1.5. local production and content.

6. OUTLINE OF PROCUREMENT PROCESS

- 6.1. The Department has elected to employ a three (3) stage procurement process, namely:
 - 6.1.1. Stage 1 - Pre-qualification Stage, which has been initiated in terms of this RFQ;
 - 6.1.2. Stage 2 – Optimisation Process Stage, which entails soliciting comments on the Phase I RFP documents from the Pre-qualified Bidders in order to finalise the RFP; and
 - 6.1.3. Stage 3 - Request for Proposals Stage, which entails the Pre-qualified Bidders submitting Proposals in response to the RFP.
- 6.2. It is accordingly envisaged that:
 - 6.2.1. responses to the RFQ (unless disqualified) and/or any other provision of the RFQ will be evaluated to produce a shortlist of Pre-qualified Bidders based

on the Qualification Criteria contained in Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*);

- 6.2.2. only Pre-qualified Bidders will be invited to submit Responses in response to the RFP; and
- 6.2.3. one (1) Preferred Bidder and one (1) Reserve Bidder will then be selected from the Pre-qualified Bidders to deliver the Project at the Ports of Entry.

7. TAX CLEARANCE CERTIFICATE REQUIREMENTS

- 7.1. The taxes of a Respondent and its Members must be in order for a Bidder to submit a Compliant Response.
- 7.2. Each Respondent and its Members, Contractors and Key Equipment Suppliers established or incorporated in South Africa more than three hundred and sixty five (365) days prior to the Response Submission Date, will be required, in response to the RFQ, to submit an original and valid tax clearance certificate with its Response.
- 7.3. A Respondent and its Members, Contractors and Key Equipment Suppliers established or incorporated in a jurisdiction other than South Africa, will be required, in response to the RFQ, to produce a tax clearance certificate or equivalent certificate translated into English, if applicable, from the local revenue authority where they are established or incorporated to demonstrate that they are in good standing with that authority.

8. THE EVALUATION PROCESS

8.1. Evaluation Criteria

- 8.1.1. The main objective in evaluating Responses is to identify the Respondents who appear most able to provide credible Proposals if pre-qualified to participate in the RFP stage.
- 8.1.2. Any material failure on the part of a Respondent to comply with mandatory requirements set out in the RFQ as well as the Qualification Criteria may result in a Response being treated as non-compliant. Non-compliant Responses may be rejected without being further evaluated. Responses to the RFQ will be reviewed and analysed in the following categories, namely:
 - 8.1.2.1. Legal, which will include an analysis of the Respondent Structure and Information in relation to its Members, Contractors, Key Equipment Suppliers, Lenders, and Advisors;

- 8.1.2.2. Technical Deliverability Criteria, which will include an analysis of the Respondents ability to deliver the Works and Services adhering to the criteria below:
 - 8.1.2.2.1. technical approach and understanding;
 - 8.1.2.2.2. technical experience; and
 - 8.1.2.2.3. technical team.
- 8.1.2.3. Due to the complexity of the delivery of the Project, Technical Deliverability must also encompass the major aspects of the Project namely:
 - 8.1.2.3.1. design;
 - 8.1.2.3.2. construction; and
 - 8.1.2.3.3. operations and maintenance.
- 8.1.2.4. Broadband Connectivity Criteria will include the assessment of:
 - 8.1.2.4.1. technical experience; and
 - 8.1.2.4.2. technical team.
- 8.1.2.5. Financial Criteria, which will include an assessment of:
 - 8.1.2.5.1. financial standing as demonstrated by financial reporting information;
 - 8.1.2.5.2. history of completing and raising capital (debt and equity) for similar transactions; and
 - 8.1.2.5.3. other commitments in the foreseeable future;
- 8.1.2.6. Project Awareness, which will consider the knowledge of the Respondents' understanding of the project complexities and previous involvement in PPP projects or comparable projects; and
- 8.1.2.7. Economic Development Criteria, which will consider:
 - 8.1.2.7.1. the contribution of the Members of the Respondents to B-BBEE by considering the Contributor Status Level of the Respondents, which will be a minimum of a level four (4); and

8.1.2.7.2. the track record of the Respondents in undertaking skills development, preferential procurement and socio-economic development programmes;

8.1.3. Information in relation to each of these categories will be obtained from Respondents, and their respective Members, Contractors and any other participants in Part B (*Qualification Criteria and Response Forms*) of the RFQ.

8.2. **Evaluation Methodology**

8.2.1. Step 1 – Compliance of the Respondents with Part B (Qualification Criteria and Response Forms) of the RFQ; and

8.2.2. Step 2 – Scoring and Ranking in terms of Part C (Scoring and Ranking of Compliant Responses) of the RFQ.

8.3. **Evaluation Process and Weighting**

8.3.1. Each Response will be scored in each category. Each sub category will be allocated a response of “excellent”, “good”, “adequate”, “poor” out of a predetermined maximum number of points. The relative numbers of points available in respect of the various categories will vary to reflect the relative importance of each category. The weighting attributed to each of the following categories of evaluation, for purposes of evaluating each Response to the RFQ, are:

8.3.1.1. Legal Criteria – Respondent information and structure (only Qualification Requirements);

8.3.1.2. Technical Deliverability Criteria – thirty five (32) points;

8.3.1.3. Broadband Connectivity Criteria – three (3) points;

8.3.1.4. Financial Criteria – thirty five (35) points;

8.3.1.5. Project Awareness – fifteen (15) points; and

8.3.1.6. Economic Development Criteria – fifteen (15) points.