



## **EXPRESSION OF INTEREST FOR STRATEGIC PARTNERSHIPS WITH ANDA**

### **ISSUED AND PREPARED BY:**

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Bids are hereby invited from suitably qualified and experienced service providers to submit proposals for **EXPRESSION OF INTEREST FOR STRATEGIC PARTNERSHIPS WITH ALFRED NZO DEVELOPMENT AGENCY.**

All queries and clarifications should be addressed to Ms. O.Sompa at email: [sompao@anda.org.za](mailto:sompao@anda.org.za).



# **TERMS OF REFERENCE**

**EXPRESSION OF INTEREST FOR STRATEGIC PARTNERSHIP WITH ANDA  
IN AGRICULTURE, PROPERTY DEVELOPMENT AND OCEANS ECONOMY**

**Alfred Nzo Development Agency (“ANDA”)**



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## **REQUEST FOR PROPOSALS FOR STRATEGIC PARTNERSHIPS**

Alfred Nzo Development Agency (ANDA) calls for expression of interest from registered, qualified, and experienced institutions in Agriculture, Property & Infrastructure Development and Oceans Economy to submit proposals for Expression of Interest in Strategic Partnership with ANDA.

### **1. BACKGROUND**

ANDA is a state-owned company (SOC Ltd) – a municipal entity wholly owned by the Alfred Nzo District Municipality and established in terms of S76 of the Municipal Systems Act, 32 of 2000, as amended.

ANDA operates as a catalyst for economic development in the semi-urban and rural areas of Alfred Nzo District Municipality, by leveraging public support and private resources for development around opportunities that offer economic and development potential. ANDA is therefore mandated to develop innovative and entrepreneurial activities that supports and drives economic growth within the Alfred Nzo District Municipality.

### **2. PURPOSE**

ANDA invites registered, qualified, and experienced institutions in their fields to submit proposals for Expression of Interest in Strategic Partnership with ANDA.

### **3. SCOPE AND DELIVERABLES**

ANDA is seeking Strategic Partners to assist in the execution of its mandate. After a qualification and selection process, the prospective bidder will be appointed for possible collaboration with ANDA. ANDA will prioritize partners who have shown great capital potential as well as capacity to fundraise. The focus areas are the following:

- Agriculture
- Property and Infrastructure Development
- Oceans Economy



Prospective bidders are invited to submit innovative proposals that include programmes that will ensure sustainable economic growth in Alfred Nzo District. All proposals should have a stated envisaged socio-economic impact, demonstrated through community involvement. They must further provide the opportunity for significant participation by SMMEs. These should address the following:

- a) Training and Skills Development Initiatives/Programs
- b) Strategic support to Start-Ups
- c) Incubation Programmes
- d) Detail a plan for attracting investors to the region.
- e) Mention a few projects that can be turned into bankable projects or opportunities;
- f) Discuss the socioeconomic plan for the region (including SMMEs and a platform of networking for local suppliers)
- g) Develop a high-level summary of consolidated views of all fundraising activities from conceptualization, funding, and disbursements to implementation and reporting.
- h) Explore opportunities for partnerships to mobilize and leverage resources.
- i) Identify potential funding opportunities and advise on the approach to exploit such opportunities.
- j) Carry out development partners/funders mapping and analysis of their policies to gain a thorough understanding of their funding approaches and priorities.
- k) Develop proposals and submit funding applications to identified funders.
- l) Ensure that proposals submitted have tangible measures of success and there are realistic expectations of applications being reviewed favorably and funded.



#### **4. SUBMISSION REQUIREMENTS**

Technical proposals shall be submitted in the following format.

- Executive Summary of the interested party and summary of why interested party is best placed to be ANDA Strategic Partner
- All relevant perceived strengths and weaknesses of the firm responding to the EOI e.g. similar previous experience, in-house skills, etc; providing information that will assist Alfred Nzo Development Agency to assess its capabilities, competitive advantages, etc.
- The company profile with the summary of the bidder's mission statement, vision statement, values, and long-term strategies and objectives as comprehensively as possible; A list of references of previous and current appointments relevant to the required services; examples of such services or capabilities and experience including the number and size of organisations where such services were rendered.
- The successful bidders should allocate experienced specialists relevant to the required services. An organogram or list of specialists together with the curriculum vitae and proof of qualification per sector field. The attached list of specialists should also include proof of registration to a professional body.
- Joint Venture agreements or consortium must be in a joint venture format

#### **5. COMPLIANCE REQUIREMENTS**

Note to Prospective Bidders: Compulsory submissions

- All bids submitted should remain valid for 90 days after the bid closing date.
- Valid SARS number confirmation certificate to be included.
- Municipal clearance certificate certifying that no municipal rates and service charges are owed by the bidder and any of its directors to Alfred Nzo District Municipality or to any other municipality where the bidder's business operations are located, are in arrears for more than three months/Lease agreement/Proof of residence with affidavit.
- Copies of ID documents and all submitted certificates must be certified with a certification that is not older than 3 months.
- Bidders must submit MBD 4, MBD 8 and MBD 9



- Company profile with supporting documents as stated above.
- Joint Venture agreement should be in JV agreement format.
- Bids received after the published closing date will not be considered and will not be opened.
- Bidders are required to submit the CV of the Project Manager who will deal with the account of ANDA.
- All prospective bidders are to be registered on the Central Database to do business with all organs of state in the Republic of South Africa. (Attach CSD report)
- It must be noted that in respect of a consortium each member of the consortium must submit the same requirements as outlined in this section.

Failure to supply all required and supplementary information will result in the tender being deemed non-responsive and therefore, the tender will not be considered for award.

## **6. SPECIAL CONDITIONS**

The selected partners will be subjected to sign a service level agreement which will include performance monitoring clauses on a project-to-project basis

## **7. DURATION**

The project will take a period of 3 to 5 years subject to renewal.

## **8. SCOPE OF WORK**

### **8.1 PERFORMING ASSIGNED TASKS**

- Identify funders, develop proposals and submit funding applications to identified funders. The proposal is to be prepared in accordance with the industry/professional standards as well as the terms of reference. All reports related to each proposal will be reviewed by the relevant ANDA Management and relevant Project Technical Committee representing the Agency. All working papers, reports, and documents will become the property of Alfred Nzo Development Agency.



- The successful bidder shall work with ANDA on the project design and regularly report the progress to the relevant Project Technical Committee and Project Steering Committee.

### 8.3 MONITORING AND REPORTING MECHANISM

- The successful bidder shall meet with the ANDA Project Steering Committee (PSC) for a progress Report on a quarterly basis or any other mutually agreed timeframe. It is expected that regular progress reports will be submitted to ANDA to the PSC monthly.

### 9. EXPENDITURE INCURRED BY THE BIDDER

The Alfred Nzo Development Agency will not be held responsible for any costs incurred by the bidder in the preparation and submission of the bid.

### 10. GENERAL INSTRUCTIONS

This document constitutes an Expression of Interest (EOI), which specifies ANDA's invitation to registered, qualified, and experienced entities in the specified fields to submit proposals for Expression of Interest in Strategic Partnership with ANDA.

### 11. EVALUATION CRITERIA

All the proposals submitted will be evaluated in one stage, namely:

- Stage 1 – Functionality and technicality (100%)

Functionality will be evaluated in line with the table below:

Functionality	Description	Total Points Allocated (100%)
Company Experience	Company profile detailing the following: Previous experience and the size of the organization worked for: NB: Attach reference letter for each project completed to claim points 1 letter = 10 points 2 letters = 20 points. 3 letters = 30 points	30



	Reference letter must be on a letter head of the-referring organization and must be signed.	
<b>The Project Team</b>	<p>Bidder must attach CVs of the following:</p> <ul style="list-style-type: none"> <li>• Project Managers, (5 Points)</li> <li>• All specialists per service required with experience in the focus areas applied for. (45 points)</li> </ul> <p>All CVs must indicate number of years of experience and must also include the qualifications and the proof of registration to the professional body.</p>	<b>50</b>
<b>Methodology and Resource Mobilisation</b>	<p>Bidder must submit a detailed plan on how they plan to deploy their expertise in the respective focus area applied for. The proposal must address the following core elements:</p> <ol style="list-style-type: none"> <li>1. Alignment with ANDA Mandate;</li> <li>2. Project plan and timelines;</li> <li>3. Costing and resourcing;</li> <li>4. Project management structure;</li> <li>5. Risk management;</li> <li>6. Socio-economic impact.</li> </ol> <p>Bidder must demonstrate a strong ability to mobilise resources in the respective focus area applied for</p>	<b>20</b>

**BID SUBMISSION:**

- Bids must be sealed and completed in full. Unsigned or bids submitted by facsimile, will not be accepted.
- ANDA will not take responsibility for incorrectly delivered bids sent by courier. It is the bidder's responsibility to ensure that their bid is correctly delivered in the tender box on or before the closing date of this bid.
- ANDA bid documentation must be completed in black ink and in full. Bidder must ensure that the bid documents by ANDA are returned in-tact, in original page number sequence and no attachments may disturb this sequence.



Proposals must be placed in a sealed envelope and clearly marked: **“Expression of Interest for Strategic Partnership”** and placed in the tender box at the Alfred Nzo Development not later than 12H00 on the 03 MARCH 2025.

For any queries please contact Ms O. Sompaa and at telephone number 039 492 0011 or Email: [Sompao@anda.org.za](mailto:Sompao@anda.org.za) during office hours

**Approved/Not Approved**

**Ms S. Jijana**

**BSC Chairperson**

**AUTHORISED BY:**

**Ms N. BOTI**

**ACTING CHIEF EXECUTIVE OFFICER**