



REQUEST FOR PROPOSALS (RFP)

NWDC/MMA001/2020

TERMS OF REFERENCE (TOR)

**REQUEST FOR INVESTORS AND DEVELOPERS TO PARTNER WITH THE NWDC FOR THE
DEVELOPMENT OF ITSOTSENG SHOPPING COMPLEX**

COMPULSORY BRIEFING: 17TH MARCH 2020 @11H00

VENUE: MMABATHO BRANCH BOARDROOM; 30 JAMES WATT CRESCENT, MAHIKENG

CLOSING DATE: 20th MAY 2020

TIME: 11:00

DELIVERY ADDRESS:

MMABATHO BRANCH OFFICE

NWDC (SOC) LTD

30 JAMES WATT CRESCENT MAHIKENG

2745

CONTACT NUMBERS:

Work: 018 381 3663

TENDERER: _____

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1. BACKGROUND:

The North West Development Corporation (SOC) Ltd (NWDC) is a state owned entity with the Government of the North West is its sole shareholder of the NWDC. The NWDC performs, inter alia, the following functions: Planning, Financing, Coordinating, Promoting and carrying out the Economic Development of the Province and its people in the field of Industry, Commerce, Finance, Mining and other business with the aim to results in wealth and job creation.

The NWDC was established to assist the small business in their development and promotion by identifying entrepreneurs and opportunities, providing financial services, business premises, and business support services and influencing the small business environment positively.

The proposed development site is located on erf 4403 in Itsoseng, which totals 29,431m² in size. The site is currently zoned as Business 1, allowing for the development of a shopping Centre (among others). Based on the current zoning, the site has the following restrictions imposed by the Ditsobotla Town Planning Scheme (refer to Map 1.3):

Coverage: 80%

Max Height: 6 stories

FAR: 3

Parking: 2 bays per 100sqm (we assumed 1.5) – allocated 20sqm per bay (norm is 28/sqm)

Deliveries and Loading: 2 bays per 1,000sqm – assumed 50sqm per bay

2. PURPOSE

The NWDC is therefore placing this request for proposals from various investors and developers with high performing capacity to partner with NWDC through an appropriate implementation option for the development of the Itsoseng Shopping Complex.

3. SCOPE OF WORK

The information to be provided should include but not limited to the following:

- 3.1 Envisaged partnership model
- 3.2 Ability of the investor or developer to execute the project in partnership with NWDC;
- 3.3 Experience and skills required to execute the project;
- 3.4 Funding model options;
- 3.5 Mobilization of resources to establish a multi professional team that includes, Architects, Quantity Surveyors, Civil Engineers and Property Developers;
- 3.6 Development of new designs, plans and technologies;
- 3.7 Identification and attraction of a new tenants mix and retaining the current tenants;
- 3.8 Community participation and empowerment proposals;
- 3.9 In line with current trends and best practices indicate gross lettable space to be reserved for local entrepreneurs (including hawkers and taxi operators);

- 3.10 Utilization of local labour and value of subcontracting that will be afforded to local contractors;
- 3.11 Project Plans and deliverables;
- 3.12 Legal framework and relevant laws to consider in executing this project (finance, design, all services, demolition , construction, environment and etc); and
- 3.13 Information should be based on the thorough analysis of the area with regards to the demography, economy, socio economy and markets.

4. LEGALITIES AND RULES

General Conditions

- 4.1 Information received from all the investors/developers will be assessed for the development of the Request for Proposals (RFP);
- 4.2 NWDC does not bind itself to accept the developer who does not have confirmed funds and capacity, tenant and suitable concept;
- 4.3 The NWDC reserves the right to cancel the Terms of Reference;
- 4.4 The NWDC is not obliged to appoint at this stage;

5. BRIEFING SESSION

Please note that there will be a compulsory briefing session at Itsoseng Shopping Centre as follows:

- Date : 17th March 2020**
- Time : 11h00**
- Venue : Mmabatho Branch Boardroom, 30 James Watt Crescent, Mafikeng**

6. EVALUATION PROCESS

6.1 Evaluation Criteria

6.1.1 Evaluation and Selection Criteria

All proposals received shall be evaluated in two stages:

Stage 1	Involves evaluation of capacity, functionality and liquidity only- at this stage interested developers must score minimum points of 75 for the above-mentioned (services). NWDC will shortlist the top three scorers that meet the requirements. The shortlisted Developers will be invited to submit detailed proposals for Stage 2.
Stage 2	Only Developers who shall have been shortlisted in Stage 1 with the minimum points in stage 1 will be shortlisted and will be required to bid on price, lease model and financial modelling.

6.1.2 Stage 1- Evaluation Criteria and Scoring

Stage 1- Capacity, functionality and liquidity		
Category	Description	Score
1. Experience in performing similar work	Have performed property development project in excess of R200 million (minimum of 1 project in the last 5 years)	15
	Have raised project finance in excess of R 400 million in last 10 years and currently have ability to raise in excess of R200 million based on own balance sheet	15
	Have gained, in the last 10 years, experience in working with Government departments/ private sector in developing shopping centres	15
2. Capacity of Bidder	<p>Have the following qualified professionals in-house or part of a joint venture or consortium (staff must have a minimum of 5 years of experience after qualification). Please attach CVs.</p> <ul style="list-style-type: none"> • Architect • Quantity Surveyor • Consulting engineers • Construction project managers • Legal advisor • EIA Specialist • Financial experts <p>Scoring</p> <ul style="list-style-type: none"> • Service provider (consortium) has more than 60% of staff in-house = 10 points. • Service provider (consortium) has less than 60% of staff in-house =8 points 	10
3. Location	Service provider being located or having a functioning/operating office in South Africa.	10
	Location or functioning/ operating office in North West	10

Stage 1- Capacity, functionality and liquidity		
Category	Description	Score
4 Ability to commence with work	Preference will be given to service providers who are able to commence with the project as a matter of urgency. Service providers are to include a roll-out plan which indicates their proposed time frames in rendering the required services. Attach a work plan.	25
Total		100

Bidders are requested to submit relevant data with supporting documents divided in the same layout as above. Only developers that have achieved the minimum of 75 points for stage 1 will qualify to participate for stage2.

- a) All Developers that fail to achieve the minimum score will be rendered non responsive;
- b) The points of each panel member shall be added and divided by the number of panel members to establish the average percentage obtained by each bidder for functionality.

6.1.3 Stage 2 - Supporting Documents required

Bidders are required to present information with supporting documents for the evaluation criteria in table 1.

- **Category 1: Experience in performing similar work**
 - a) Capability based on experience and track record of the Bidder to undertake a development of this scale and complexity;
 - b) Detail and references from existing projects;
 - c) Proof of having performed property development projects in excess of R200 million;
 - d) Proof of having performed property developments projects in excess of R100 million in past 10 years;
 - e) Proof of having raised project finance in excess of R 400 million in last the 10 years and proof of currently having the ability to raise in excess of R200 million based on own balance sheet;
 - f) Proof of experience gained during the past 10 years in working with Government Departments/ Private sector for shopping centre development.

Note: Failure in submitting the required supporting documents may lead to the Developer not scoring points. NWDC reserves the right to verify the information required.

- **Category 2: Capacity of Bidder**
 - a) The qualification, certificates of relevant professional registration and experience of the team (depicted in item 2 of stage 1 evaluation criteria above) to undertake the development;
 - b) All professional team members must indicate registration with respective Professional Bodies;
 - c) CV of the implementation team detailing the experience;

- d) Detailed profiles of project implementation team;
- e) Signed contracts of employment or service or joint venture with the professionals mentioned in category 2;
- f) Proof of location of such professionals in South Africa.

Note: Failure in submitting the required supporting documents may lead to the Developer not scoring points. NWDC reserves the right to verify the information required.

- **Category 3: Location**

- a) Service provider to submit municipal account or lease agreement as proof of location.

Note: Failure in submitting the required supporting documents may lead to the Developer not scoring points. NWDC reserves the right to verify the information required.

- **Category 4: Ability to commence with work**

- a) Submission of detailed roll out plan.

6.1.3 Stage 3: Price, lease model and financial modelling

The second stage of evaluation shall be scored on price, model and financial modelling. The approach and methodology relevant to the second stage evaluation will be communicated in invitation which will be communicated to all developers that successfully meet the minimum criteria of the stage 1 evaluation.

6.1.4: Stage 4: Compulsory documents

- a) Tax Clearance;
- b) Certificate of Acquaintance;
- c) Company resolutions;
- d) Letter from bank confirming intention to finance project;
- e) Declaration of interest;
- f) Company organogram / proposed JV structure with project team;
- g) Resumes of key management personnel;
- h) Four references;
- i) Contact information;
- j) Registration number of entity;
- k) Contact details.

7. SUBMISSION FORMAT

7.1 All respondents must submit One (1) Original separate proposal (as per below format) and (1) hard copy (clearly marked) to fulfil the project deliverables described above in 3.

7.2 The sealed envelope must be placed in the tender box marked as **NWDC/MMA001/2020 – Request for Investors and Developers to partner with the NWDC for the development of the Itsoseng Shopping Complex or the purchase of the property for development**) at the Main Reception Area: NWDC Building, 30 James Watt Crescent, Industrial Site, Mahikeng, 2745,

Telephone number: (018) 381 3665; **By no later than 20th May 2020 @11h00.**

- 7.3** Each respondent should provide the full legal corporate name of each Company/Individual identified in this RFI; and the name, title, address, telephone number, facsimile number and e-mail address of the individual to be contacted with respect to the submission. Include the URLs (website address), if applicable.
- 7.4** If a courier service company is being used for delivery of the RFI document, the tender description must be endorsed on the delivery note/courier packaging and the courier must ensure that documents are placed / deposited into the tender box. The NWDC will not be held responsible for any delays where tender documents are handed to the NWDC Receptionist.
- 7.5** Late submissions will not be allowed.

8. SUBMISSION OF FICA DOCUMENTS

The following compulsory documentation must be submitted with the bid documents:

FICA REQUIREMENTS AND ADDITIONAL INFORMATION REQUIRED

Authenticated copies are permissible		
No	Document	Checked (v/x)
1	Company profile	
2	B-BBEE certificate	
3	Company registration (CIPC) and Company Documents	
4	Confirmation of Residential Address or Business Address	
5	SARS Registration and Valid Tax Clearance Certificate	
6	VAT Registration Certificate	
7	CV, ID Copies and Profile of Directors, Team Members and Supporting Staff Members.	
8	Submit Certified Copies of Professional Body Membership.	
9	Central Supplier Database (CSD) Report	
10	Confirmation letters from previous clients indicating success in similar projects at least (3) in line with the scope of work	
11	SBD 1 - Invitation to Bids	
12	SBD 2 – Tax Clearance Certificate Requirement	
13	SBD 4 – Declaration of Interest	
14	SBD 8 – Declaration of Service providers Supply Chain Practices	
15	SBD 9 - Certificate of Independence	

NOTE:

- Please Tick (v) if available and (X) if not available.
- Tax Clearance Certificate must be valid at time of submission the RFP.

- If there is a Consortium, Joint Venture or Subcontractor, the documents listed above must be submitted for each Consortium/ JV member or subcontractor as well as certified copy of a relevant agreement.
- Non-submission of the above documents renders the RFP invalid.

9. ENQUIRIES

Enquiries may be directed to the following person:

Scope/Terms of Reference	Tender/Bid Document
Mmasaphula Matabane (018) 3813663 mmasaphulam@nwdc.co.za	Mmapula Pholoana (018) 3813663 mmapulap@nwdc.co.za