



## Expression of Interest (Eoi)

### Aerospace Industry Support Initiative (AISI)

#### Identifying Beneficiaries to participate in the AISI Marine Manufacturing and Repairs Supplier Development Programme – Technology Enhancement Intervention

Eoi No: 002/23/09/2019

Date of Issue:	23 September 2019	
Closing date and time:	9 October 2019 at 16h00	
Submission Type:	Submissions by e-mail only	
Enquiries and Submission:	CSIR Manufacturing Cluster	Yolandi Oosthuizen - <a href="mailto:YOosthuizen@csir.co.za">YOosthuizen@csir.co.za</a>

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## 1 INTRODUCTION

The Council for Scientific and Industrial Research (CSIR) is one of the leading scientific research and technology development organisations in Africa. In partnership with national and international research and technology institutions, the CSIR undertakes directed and multidisciplinary research and technology innovation that contributes to the improvement of the quality of lives of all South Africans. The CSIR's main site is in Pretoria while it is represented in other provinces of South Africa through regional offices.

The Aerospace Industry Support Initiative (AISI) is an initiative of the Department of Trade and Industry (**the dti**). The AISI is hosted and managed by the CSIR and has a specific aim of industrial development. The AISI is a fully government-funded mechanism to support the local South African aeronautics, defence and space industry. The initiative takes its strategic direction from government's objectives with emphasis for the aeronautic-, space- and defence industry, on:

- Industrialisation of Technology;
- Industry Transformation; and
- Job Creation.

The AISI's technology based supplier development interventions provide enabling mechanisms to assist industry to improve its competitiveness, productivity and quality management systems. This will assist the industry to optimise its operations and procedures in order to ensure South African industry integration into global supply chains. The strategic focus remains on SMMEs with the objective of ensuring industry transformation, and the broadening of the economic base participating in the industry.

The role of the AISI as an industry support mechanism is to:

- Increase the contribution of small enterprises in the economy;
- Significantly enhance Broad Based Black Economic Empowerment (B-BBEE);
- Raise the levels of direct investment overall, as well as in defined priority sectors;
- Increase market access opportunities for and export of South African goods and services;
- Contribute towards building skills and technology platforms;
- Improvement of the local industry competitiveness;
- Ensuring that new technologies are taken up by industry through an active process of industrialisation; and

- Enable new suppliers to enter the supply chain and develop new technologies, industries and SMMEs to enable market entry and global competitiveness through access to technology.

Economic benefits derived through supplier development projects include competitiveness improvement, productivity improvement, improved lead times, improved quality, cost savings, compliance to environmental standards, improved delivery performance, increased customer satisfaction and job creation and retention.

Based on successful interventions in the aerospace sector, the AISI was tasked to perform a similar supplier development role for the **Marine Manufacturing and Repairs Supplier Development Programme (MMRSDP)**, an initiative of **the dti**.

### **1.1 Marine Manufacturing and Repairs Supplier Development Programme**

The aim of the Marine Manufacturing and Repairs Supplier Development Programme (MMRSDP) is to make targeted interventions in partnership with, marine system or component manufacturers to improve industry competitiveness. The programme will be coordinated by **the dti's** Industrial Development Division and hosted, managed and implemented by the CSIR, through the AISI. The programme aims to assist marine manufacturers to address issues that might hinder or prevent their participation in the marine value chain locally or internationally. The programme could benefit suppliers of systems or components from other (non-marine) sectors by providing new opportunities within the marine sector, or open new markets for existing marine suppliers. The programme aims to provide assistance in addressing issues related to:

- Standards and Certifications (see Section 1.1.1)
- Technology Enhancement (see Section 1.1.2)

This EoI focusses specifically on Technology Enhancements while a separate EoI calling for proposals related to Standards and Certifications will be issued. More specific information about the scope of this EoI is presented in Section 2. **Please note that potential beneficiaries may apply for support from both interventions (Standards and Certifications and Technology Enhancements).**

### **1.1.1 Standards and Certifications**

Assistance will be provided to manufacturers requiring marine certification(s). The aim is to assist beneficiaries to address certification and compliance issues which may be limiting their ability to partake in the supply chains of procuring organisations and thus serve marine industry requirements. More specifically, assistance may be provided to beneficiaries to obtain marine certifications (including but not limited to classification society certifications with one or more of the International Association of Classification Societies (IACS) affiliate bodies; other marine certifications such as SAMSA, SABS, CE, ISO, ABYC; or possibly other certifications such as ISO quality system certification). In order to fulfil this role the AISI will, procure the services of external service providers to provide certification consulting, surveying and auditing and/or engineering services to assist beneficiaries to comply with marine standards and certification requirements.

### **1.1.2 Technology Enhancement**

Assistance will be provided to manufacturers with technology enhancements (which could include testing or validation of new technology; or technology transfer to a beneficiary) in order to assist suppliers enter new markets or enhance existing market positions in the marine industry. More detail is provided in Section 2.

## **1.2 Purpose of this Document**

The AISI is issuing this EoI to solicit proposals aligned to its goals and those of the South African Marine Industry. The purpose of this document is to outline the framework for the Expression of Interest (EoI) and submission procedures with regards to identifying potential programme beneficiaries to participate in the AISI's Marine Supplier Development Programme. Potential beneficiaries should currently be or could become with the assistance provided by this programme marine system or component manufacturers. This document serves as a guideline to applicants interested in submitting EoI proposals for consideration by the AISI technical review committee.

Details of the scope for the interventions are provided in Section 2, with more information about qualifying organisations provided in Section 3.1. More information about how to respond to this EoI is provided in Section 5.

## 2 SUPPLIER DEVELOPMENT INTERVENTION: TECHNOLOGY ENHANCEMENT

The AISI selected two supplier development interventions to assist marine manufacturers to improve their ability to their ability to partake in the supply chains of procuring organisations and thus serve marine industry requirements. As previously stated, these interventions include assistance with:

- Standards and Certifications, and
- Technology Enhancements.

The AISI will provide support for these interventions to be undertaken at the marine manufacturers. The focus of this EoI is specifically on Technology Enhancements, and a separate EoI will be published to address issues related to Standards and Certifications.

Technology enhancement is a critical aspect for the organisational growth of marine manufacturers. The development and enhancement of new technologies, processes, and manufacturing methods is fundamental to remain competitive on a global stage. The technology enhancement intervention is divided into two categories as shown in Figure 1 below:

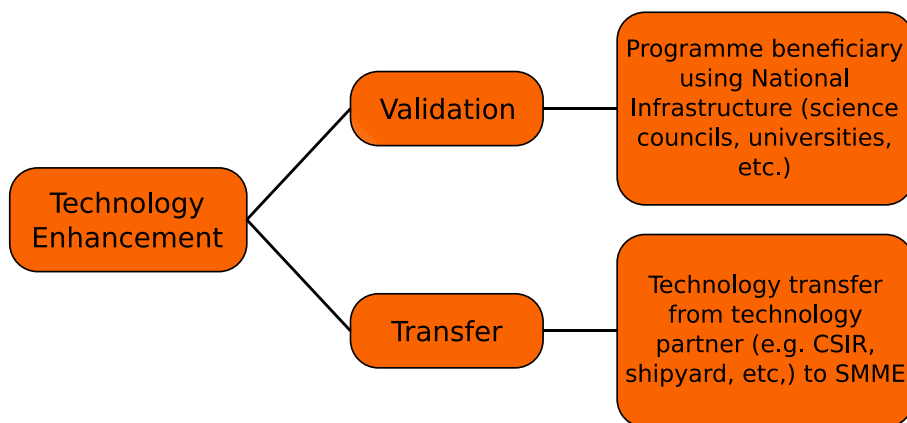


Figure 1: Technology Enhancement Interventions

## **Technology Validation**

Technology validation focuses on technologies that require the marine manufacturers to utilise national infrastructure to develop and enhance the specified technologies. The national infrastructure could be in the form of testing or validation services that are required by the marine manufacturers or any form of assistance that national infrastructure could provide to the marine manufacturers with preference given, but not restricted, to specified thematic areas as indicated below. Technology validation may also include assisting organisations in meeting industry certification requirements both locally and internationally.

## **Technology Transfer**

Technology transfer focuses on the transfer of a relevant technology from the CSIR, TEI, established shipyard or company in the marine industry or similar to a marine manufacturer. This would entail actual technology development and the transfer of skills and knowledge. Preference will be given to technology transfer projects which fall within the specified thematic areas, but are not limited to these thematic areas.

## **Thematic Areas**

The Marine Manufacturing and Repairs Supplier Development Programme is not prescriptive of the types of thematic areas to be supported. Preference will, however, be given to the following thematic areas:

- Radar technology;
- Electro-optics technology;
- Manufacturing techniques and technologies;
- 4IR technologies (e.g. (I)IoT, Automation and robotics, additive manufacture, etc.);
- Novel testing and product validation;
- Establishment of facilities or skills that can be shared by more than one marine manufacturer and/or service provider;
- Technology (validation or transfer) project that would allow beneficiaries to participate in designated public procurement programmes of working vessels.
- Technology (validation or transfer) project that would allow beneficiaries to supply one of the targeted components defined below.

## Targeted Components

The Marine Manufacturing and Repairs Supplier Development Programme is not prescriptive of the types of components to be supported. Preference will, however, be given to interventions involving the following products:

- Marine grade steel and aluminium materials
- Pumps
- Valves
- Refrigeration and HVAC systems
- Fire and Smoke Dampers
- Fire Monitors
- Cranes and davits
- Ventilators and fans, and cabin units
- Application processes for paints and coatings
- Insulation materials
- Hydraulic equipment
- Radio and radar equipment
- Seals and gaskets (especially stern seals)
- Replenishment at sea systems
- Fixed pitch propellers
- Incinerators
- Storage tanks
- Desalination plant
- Marine windows and watertight doors
- Lights
- Anchors and chains
- Electrical components and fittings

## Technology Readiness Levels (TRLs)

All projects supported through the technology enhancement intervention must be at a **TRL value of 4 or higher** at the start of the project. Evidence of this will need to be provided with the application. (See [https://en.wikipedia.org/wiki/Technology\\_readiness\\_level](https://en.wikipedia.org/wiki/Technology_readiness_level) for more information about TRLs if unfamiliar with the concept.)



### **Available Funding**

A total of R1.5m is available for technology enhancement projects. Projects budgets must therefore not exceed R1.5m, but smaller projects are encouraged. Larger projects will require a detailed motivation demonstrating significant benefits to the marine industry. Funding can be used for internal or external organisational running, human resource, training, development, engineering support and similar costs. However, **funding may not be used for capital expenditure purchases.**

## **3 INVITATION FOR EXPRESSION OF INTEREST**

This call is aimed at identifying qualifying organisations that require assistance with technology enhancement interventions in order to improve their competitiveness in the marine supply chain.

### **3.1 Qualifying Organisation**

Any organisation that is currently (or could be after benefitting from the proposed intervention) a marine system or component manufacturer is eligible to submit an EoI. Both large organisations as well as SMME's are eligible, although preference will be given to SMME's.

Note: A manufacturing SMME according to the National Small Business Amendment Act, No 26 of 2003, is defined as having less than:

- 200 full time employees;
- R51 million annual turnover; and
- R19 million total gross asset value (fixed property excluded).

**Note: All applicants are required to include their B-BBEE certificate in their response to the EoI. The B-BBEE level is required to be maintained or improved throughout the duration of the project.**

**Note: Manufacturers that are currently receiving support for similar interventions from other South African Government departments or international organisations will not be considered for support. Proposals from organisations that have received (or are receiving) AISI funding may however be considered.**

### 3.2 Expression of Interest Process

The expression of interest process (depicted in Figure 2) is as follows:

- Qualifying organisations are invited to complete the response template and submit to the AISI as described in Section 5.
- All EoI submissions will be screened to ensure that the qualification and critical evaluation factors are complied with. EoI submissions not eligible for funding will be disqualified and the applicant will be informed thereof.
- Eligible EoI submissions will be reviewed by a technical panel (appointed by AISI) based on the scoresheet presented in Section 9.1.2.
- If the applicant is successful, the AISI will prioritise and initiate interventions at its own discretion.
- Successful applicants will have to agree terms with the AISI, including reporting and feedback requirements, monitoring and visits, etc.
- After the project scope is agreed between the successful applicant and the AISI, the project implementation can be carried out by the beneficiary.
- The AISI will monitor progress of all the interventions for the duration of the project.

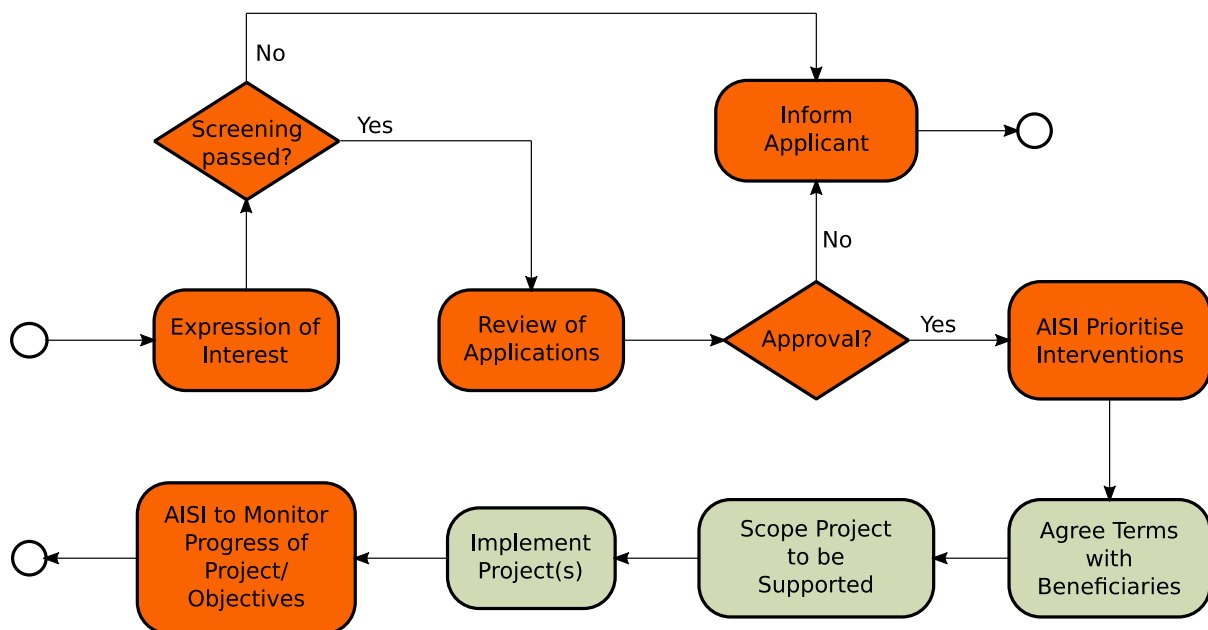


Figure 2: Expression of Interest Process.

#### 4 TIMELINE FOR INTERVENTIONS

The first set of priority interventions will start immediately after successful evaluation by the technical committee and will be expected to be completed no later than 12 months after initiation. However, the Expression of Interest results will be valid until 31 March 2021 so that if further funding becomes available, identified beneficiaries contacted.

#### 5 SUBMISSION OF EoI

All EoI documents (see Section 17) shall be submitted electronically via email,

- marked for attention Yolandi Oosthuizen <[yoosthuizen@csir.co.za](mailto:yoosthuizen@csir.co.za)> ,
- with “**AISI Marine Supplier Development Programme**” as the subject line.

All EoI documents must be received no later than the stipulated closing date and time. Any EoI submitted after the stipulated time and date will be automatically disqualified.

All queries pertaining to the EoI must be forwarded via email,

- marked for attention Yolandi Oosthuizen <[yoosthuizen@csir.co.za](mailto:yoosthuizen@csir.co.za)> ,
- with “**AISI Marine Supplier Development Programme**” as the subject line.

#### 6 EoI PROGRAMME

The Programme, as currently envisaged, incorporates the following key dates:

- Issue of EoI documents: 23 September 2019
- Submission closing date and time: 9 October 2019 at 16h00
- Start of first interventions: 14 October 2019
- Completion of first interventions: 1 October 2020
- Validity of EoI 31 March 2021

#### 7 DEADLINE FOR SUBMISSION

Proposals shall be submitted at the email address mentioned in Section 6 no later than **9 October 2019 at 16h00**.

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

## **8 ELIMINATION CRITERIA**

**Eol proposals will be eliminated under the following conditions:**

- Submission after the deadline date and time;
- Incomplete submissions;
- Proposal templates not completed, signed and submitted;
- Eol compliance checklist not signed and submitted (Section 17);
- Declaration of Conflict of Interest not signed and submitted (Section 18);
- Declaration of Conflict of Financial Interest not signed and submitted (Section 18);
- Final Declaration not signed and submitted (Section 19);
- No B-BBEE certificate or signed affidavit;
- No Proof of % black owned, if applicable;
- No Valid Tax Clearance Certificate; and
- Non submission of Eol Terms of Reference (this document), each page initialled.

## **9 EVALUATION PROCESS AND CRITERIA**

### **9.1 Evaluation of Proposals**

All Eol proposals will be evaluated by a technical review committee for functionality. The proposal template which is also published with this Eol is required to be completed and submitted. The evaluations of the Eol will be based on the information provided in the response template and any additional documentation requested. The qualification, critical and differentiation evaluation will be performed for all applications.

#### **9.1.1 Qualification and Critical Evaluation Factors**

The assessment criteria for the evaluation of all project proposals are firstly divided into qualification evaluation factors (based on the service provider) and critical evaluation factors (based on the proposal). These are shown in Table 1. For the qualification and critical factors, any No answer immediately disqualifies the proposal. This evaluation will be done by the review committee.

**Table 1: Qualification and Critical Evaluation Factors**

<b>Qualification Evaluation Factors</b>
South African registered company (see Section 2.1 of response template)
Valid tax clearance certificate (see Section 2.1 of response template)
B-BBEE compliant (see Section 2.1 of response template)
<b>Critical Evaluation Factors</b>
Provision of components that support or could support the marine industry (see Section 2.2 of response template). Note that only component <b>manufacturers</b> will be supported.

### **9.1.2 Differentiation Evaluation Factors**

The differentiation factors for the evaluation of all project proposals are shown in Table 2. Each differentiation factor is assigned a score (maximum 10) which is then weighted according to the importance of the factor. Please note the following:

- A minimum weighted score of 50 must be achieved for each differentiation factor. If this is not achieved the proposal will be disqualified.
- A minimum total weighted score of 65 must be achieved. If this is not achieved the proposal will be disqualified.

**Table 2: Differentiation Evaluation Factors for Assessing Project Proposals**

Differentiation Factors	Score	Weight	Weighted Score
Factor Description	( /10)	(%)	
<p>Experience in marine or related industry (see Section 4.4 of response template):</p> <p><b>If SMME</b> as defined in Section 3.1:</p> <ul style="list-style-type: none"> <li>• More than 5 years (assigned score 10)</li> <li>• 2 – 5 years (assigned score 8)</li> <li>• Less than 2 years (assigned score 5)</li> </ul> <p><b>Otherwise, if not SMME</b> as defined in Section 3.1:</p> <ul style="list-style-type: none"> <li>• More than 10 years (assigned score 10)</li> <li>• 5 – 10 years (assigned score 8)</li> <li>• Less than 5 years (assigned score 5)</li> </ul>		<b>20</b>	
<p>Percentage black owned company (see Section 4.2 of response template):</p> <ul style="list-style-type: none"> <li>• 75 – 100% Black Owned (assigned score 10)</li> <li>• 50 – 74% Black Owned (assigned score 8)</li> <li>• 0 – 49% Black Owned (assigned score 5)</li> </ul>		<b>15</b>	
<p>B-BBEE compliance (see Section 4.3 of response template):</p> <ul style="list-style-type: none"> <li>• B-BBEE Level 1-2 (assigned score 10)</li> <li>• B-BBEE Level 3-4 (assigned score 8)</li> <li>• B-BBEE Level 5-8 (assigned score 5)</li> <li>• B-BBEE Level Non-Compliant- <b>Disqualified</b></li> </ul>		<b>15</b>	
<p>Impact of intervention (see Section 4.5 of response template).</p> <p><b>If SMME</b> as defined in Section 3.1:</p> <ul style="list-style-type: none"> <li>• New or additional local and/or export opportunity with one letter of support (assigned score 10)</li> <li>• New or additional local and/or export opportunity with no letter of support (assigned score 4-8)</li> <li>• Little or no impact - <b>Disqualified</b></li> </ul> <p><b>Otherwise, if not SMME</b> as defined in Section 3.1:</p> <ul style="list-style-type: none"> <li>• New or additional local or export opportunities with two letters of support (assigned score 10)</li> <li>• New or additional local or export opportunities with one or no letter of support (assigned score 4-8)</li> <li>• Little or no impact – <b>Disqualified</b></li> </ul> <p><b>Note:</b> Score is assigned based on the motivation provided in the response template, and assigned at the discretion of the technical panel.</p>		<b>50</b>	
<b>Total</b>	<b>/50</b>	<b>100</b>	<b>/100</b>

## 9.2 Guidelines and Key Points

Any qualifying organisation as defined in Section 3.1 is invited to submit EoI proposals in support of this call. Please note the following:

- Complete the EoI response template available in MS Word format.
- All submissions relevant documentation, data and information will be treated as confidential.
- The process of evaluating all submissions will be conducted in a fair and confidential manner.
- All technical experts in the review committee are also bound by an obligation of confidentiality.
- Only applications received before or on the due date will be considered for this call.
- Subject to the nature and scope of a project, a Project Manager from the AISI shall be the primary technical contact between the AISI and the recipient.

The applicant must prepare for a possible presentation should the AISI require such. The applicant will be notified thereof no later than 4 (four) days before the actual presentation date. This presentation could take place remotely, for example via Skype or conference call.

## 10 GENERAL TERMS

- a. AISI reserves the right not to engage further with the participants should the EoI not meet or address the AISI's needs.
- b. Email enquiries must be sent to Yolandi Oosthuizen - [yoosthuizen@csir.co.za](mailto:yoosthuizen@csir.co.za).
- c. Failure to comply will render your submission non-responsive and disqualified.
- d. Contact by any means whatsoever with AISI personnel is not permitted during the EoI process other than as required through existing service arrangements and/or as requested by the AISI as part of the EoI process.
- e. Any form of canvassing by an applicant to any member of staff or supplier, for purposes of influencing the process, will automatically disqualify the applicant from the evaluation process.
- f. Applicants shall not offer or give any consideration of any kind to any employee or representative of the AISI as an inducement or reward for doing, or refraining from doing, any act in relation to the obtaining or execution of this or any other contract with the AISI.

- g. The AISI will nominate the applicants' who's EoI are determined to be the most advantageous to the AISI, taking into consideration the technical suitability of the shortlisted participant.
- h. The AISI reserves the right to cancel this EoI, or not to appoint any participant should the business condition warrant such a move. This will be done in line with the spirit of PPPFA and its associated regulations.
- i. The terms participant, applicant, beneficiary and SMME will be used interchangeable and must be read in context with the sentence in which they are used.
- j. The applicant accepts that the results of any analysis of their business will be shared with the AISI and that CSIR staff may be involved on-site as part of the audit teams in addition to independent audit staff.

## **11 MEDIUM OF COMMUNICATION**

All documentation submitted in response to this EoI must be to the correct email address and must be in English.

## **12 COST of EoI**

Applicants are expected to fully acquaint themselves with the conditions, requirements and specifications of this EoI before submitting their EoI. Each applicant assumes all risks for resource commitment and expenses, direct or indirect, of proposal preparation and participation throughout the EoI process. The AISI is not responsible – directly or indirectly for any costs incurred by applicants in the preparation and submission of the EoI.

## **13 VALIDITY AND CORRECTNESS OF RESPONSES**

The applicant confirms satisfaction regarding the correctness and validity of its proposal.



## **14 RESPONSIBILITY TO EXECUTE, AND FAILURE TO COMPLY**

The successful applicant hereby accepts full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under this Eol.

The Respondent hereby offers to render all the services described in the attached document (if any) to the AISI on the terms and conditions and in accordance with the specifications stipulated in this Eol documents.

## **15 VERIFICATION OF DOCUMENTS**

- a. Applicants should check the numbers of the pages to satisfy themselves that none are missing or duplicated. No liability will be accepted by the AISI in regard to anything arising from the fact that pages are missing or duplicated.
- b. Telegraphic and telefax submissions will not be accepted.
- c. Only submissions via email will be accepted.

### **15.1 The AISI reserves the right to:**

- a. Amend any Eol conditions, validity period, specifications, or extend the closing date and/or time of Eol before the closing date. All applicants, to whom the Eol documents have been issued, will be advised in writing of such amendments on time;
- b. Verify any information contained in an Eol;
- c. Request documentary proof regarding any Eol issue;
- d. Not appoint any applicant;
- e. Vary, alter, and/or amend the terms of this Eol, at any time prior to the finalisation of its adjudication hereof;
- f. Cancel or withdraw this Eol at any time, without attracting any liability;
- g. Cancel or withdraw from this Eol as a whole or in part without furnishing reasons and without attracting any liability; and
- h. Request an applicant to do a presentation to the technical review committee.

## 16 DISCLAIMERS

- The AISI has produced this Eol in good faith. However, the AISI, its agents and its servants do not warrant its accuracy or completeness. To the extent that the AISI is permitted by law, the AISI will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) for any incorrect or misleading information contained in this Eol due to any misinterpretation of this Eol.
- This Eol is a request for Eol only and not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the parties.
- The AISI makes no representation, warranty, assurance, guarantee or endorsements to any applicant concerning the Eol, whether with regard to its accuracy, completeness or otherwise and the AISI shall have no liability towards the respondent or any other party in connection therewith.

**17 EoI COMPLIANCE CHECK LIST**

To be completed by the applicant:

- I/We hereby undertake to render services described in the attached EoI documents as and when requested to the AISI in accordance with the requirements stipulated in EoI Number: **002/23/09/2019**.
  - The following documents will be deemed to form and be read and construed as part of this EoI. The documents are:
    - EoI Terms of Reference (this document)
    - The Response Template to the EoI
  - I/We confirm that I/we have satisfied myself/ourselves as to the correctness and validity of my/our EoI proposal and that the proposal cover all the services specified in the documents.
  - I/We declare that I/we have no participation in any collusive practices with any other applicant or third party regarding this or any other EoI.
  - I/we confirm that I/we am duly authorised to sign this document.

NAME (PRINT) .....  
CAPACITY .....  
SIGNATURE .....  
NAME OF FIRM .....  
DATE .....

WITNESSES	
1	.....
2	.....

**18 DECLARATION OF CONFLICT OF INTEREST FORM (APPLICANT)**

This declaration of interest must be completed and submitted with the EoI. Failure to do so may result in the elimination of the Applicant's EoI.

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**Declaration of Interest - AISI EoI Number: 002/23/09/2019**

Are any staff members, from your company involved in this EoI process, connected or have any relationship with anyone employed by the AISI/CSIR?

Yes		No	
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If yes, please state particulars:

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**Declaration of Conflict of Financial Interest - AISI EoI Number: 002/23/09/2019**

Is the integrator or sub-systems supplier/SMME receiving support for similar interventions from any other South African government department or international organisation?

Yes		No	
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If yes, please state particulars:

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**19 DECLARATION**

I, \_\_\_\_\_ (THE UNDERSIGNED), DULY AUTHORISED, CERTIFY THAT THE INFORMATION FURNISHED IN THIS EoI IS CORRECT. I ACCEPT THAT THE CSIR MAY TAKE APPROPRIATE ACTIONS, DEEMED NECESSARY, SHOULD THIS DECLARATION PROVE TO BE FALSE.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Position

\_\_\_\_\_  
Name of applicant

***END OF EoI***