



## Expression of Interest (Eoi)

### Aerospace Industry Support Initiative (AISI)

#### Identifying Advanced Manufacturing Aerospace OEMs and SMMEs to participate in the AISI Technology Based Supplier Development Programme

Eoi No: 001/05/03/2018

Date of Issue:	05 March 2018
Closing date and time:	20 March 2018 at 12:00 (noon)
Submission:	<u>Hard copies</u> to be delivered to the CSIR Building 10, Reception, 627 Meiring Naudé Road, Brummeria
Enquiries:	E-mail: Livison Mashoko - <a href="mailto:lmashoko@csir.co.za">lmashoko@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 purpose of this document is to outline to the supporting organisation, the framework for the expression of interest (Eoi) and submission procedures with regards to identifying applicants who are involved in aerospace manufacturing and who qualify as Original Equipment Manufacturers (OEMs) or Small Medium Micro Enterprises (SMMEs) to participate in the AISI's Technology Based Supplier Development Programme. It serves as a guideline to applicants interested in submitting Eoi proposals for consideration by the AISI technical review committee. The AISI is issuing an Eoi for proposals aligned to its goals and those of the South African Aerospace Industry.

## 2 AISI TECHNOLOGY BASED SUPPLIER DEVELOPMENT PROGRAMME

### 2.1 Background

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.

The AISI's 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.

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. The AISI's Supplier Development Programme has three distinct interventions for support. These interventions were identified as priority to assist and enable the South African aerospace industry to grow and compete globally. These interventions are:

- **Technology Enhancement;**
- **Standards and Accreditation; and**
- **Supply Chain Optimisation.**

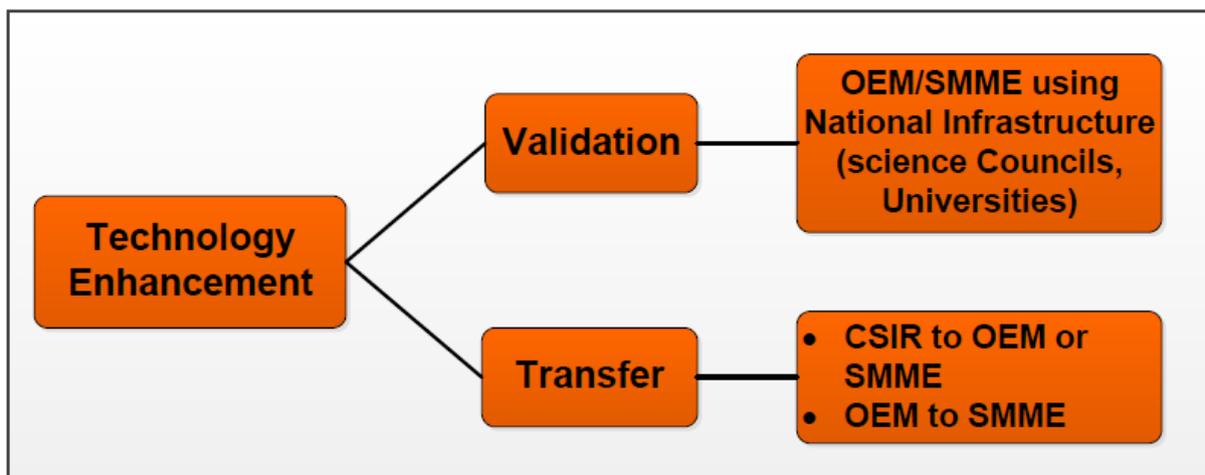
This EoI focuses on identifying aerospace OEMs and SMMEs who will benefit from the aforementioned interventions.

### 3 TECHNOLOGY BASED SUPPLIER DEVELOPMENT INTERVENTIONS

The AISI selected three supplier development interventions to assist aerospace OEMs and SMMEs to develop and contribute to the global aerospace manufacturing industry. The AISI will provide the service providers for the implementation of all three interventions as described below. The AISI will provide support for these interventions to be undertaken at the OEM and/or SMME. **OEMs and SMMEs which are currently receiving support for similar interventions from other South African government departments or international organisations will not be considered for support.**

#### 3.1 Intervention 1: Technology Enhancement

Technology enhancement is a critical aspect for OEM and SMME growth. The development and enhancement of new technologies, processes, and manufacturing methods is fundamental to remain competitive on a global scale. The technology enhancement intervention is divided into two categories as shown in the diagram below:



**Figure 1: Technology Enhancement Interventions**

Technology validation focuses on technologies that require the OEM or SMME 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 OEM or SMME or any form of assistance that national infrastructure could provide to OEMs or SMMEs within the specified thematic areas as indicated in Section 3.1.2. Technology validation may also include assisting organisations in meeting industry certification requirements both locally and internationally.

Technology transfer focuses on two aspects; the transfer of an aerospace technology from the CSIR to an OEM/SMME or the transfer of technology from the OEM to an SMME. Both

aspects will entail actual technology development and the transfer of skills and knowledge. All technology transfer projects must fall within the specified thematic areas as indicated in section 3.1.2.

Projects under Technology Enhancement will be identified through **Technology Roadmapping Workshops**. The workshops will be attended by the participating organisation (OEM/SMME), the AISI and any other technical expert(s) that maybe agreed upon between AISI and the OEM/SMME.

### **3.1.1 Technology Roadmapping**

Technology Roadmapping is a needs driven technology planning approach that helps to identify, select and develop technology alternatives in order to satisfy a market need through enhanced products or capabilities. It ensures the alignment of technology investments and development of new capabilities in order to meet future market needs. The methodology takes into account the relationship between technologies, their products and services and the target markets. Technology roadmaps are used for a number of applications such as the following:

- Product planning
- Capability planning
- Strategic planning
- Long-range planning
- Knowledge asset
- Programme planning
- Process planning
- Integration planning

### **3.1.2 Thematic Areas**

The thematic areas selected are at the discretion of the AISI and are seen as those most relevant for technology advancement in the South African Aerospace sector. These are:

- Avionics;
- Radar Technology;
- Advanced Materials (e.g automation in composites); and
- Advanced manufacturing and processing (Digital manufacturing, surface treatment technologies, additive manufacturing etc).

All technology validation and transfer projects must fall within one of the thematic areas in order to be approved for support.

### 3.1.3 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.

### 3.2 Intervention 2: Standards and Accreditation

Quality management in the aerospace industry is an important factor. It may provide the distinction between financial success and costly errors within an organisation. AS/EN9100 is the common quality management standard for the aerospace industry. It is used and supported by the world's leading aerospace companies and throughout their respective supply chains. AS/EN9100 can standardise the way the aerospace industry works thereby ensuring the industry gains an excellent reputation. **The standards and accreditation interventions are only for SMMEs.** This intervention will assist the SMMEs with implementing and attaining certification for the following standards:

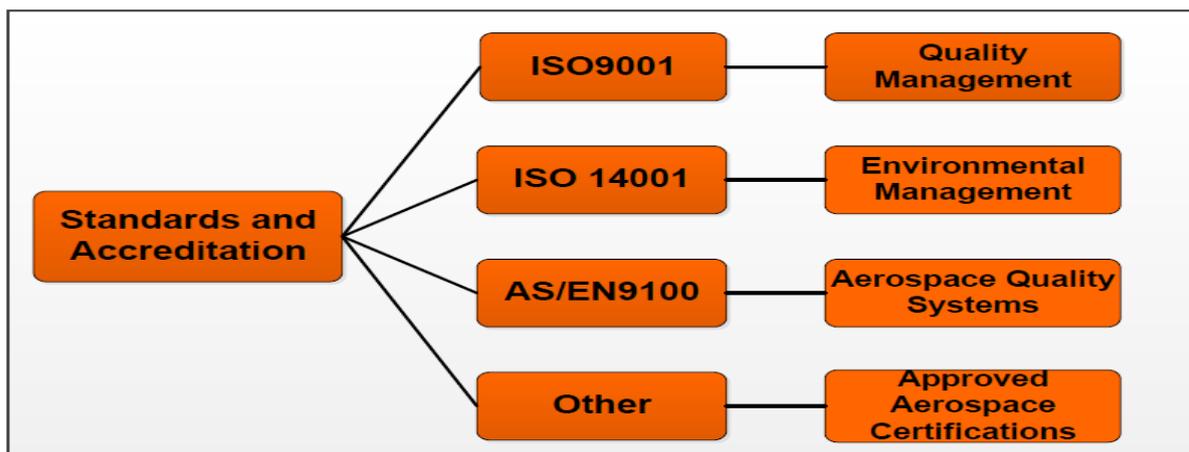


Figure 2: Standards and Accreditation Interventions

### 3.3 Intervention 3: Supply Chain Optimisation

Supply chain optimisation has been identified as a key aspect to efficient manufacturing operations. Process optimisation will focus on supply chain and production optimisation.

**The intervention is only available to SMMEs.** This will cover concepts such as:

- Lean manufacturing
- Theory of constraints
- Facility layout planning
- Production planning and control
- Quality management systems

#### **4 INVITATION FOR EXPRESSION OF INTEREST**

This call is aimed at identifying aerospace OEMs and their supplier base (SMMEs) that require supplier development interventions which will enable them to be globally competitive.

An original equipment manufacturer (OEM) is a company whose products are used as components in the products of another company. The OEM generally works closely with the company that sells the finished product and customises designs based on that company's needs. Only OEMs who are involved in aerospace advanced manufacturing will be considered. **OEMs are only entitled support for the Technology Enhancement intervention as indicated in Section 3.1.**

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)

**OEMs and SMMEs 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.**

The EoI process is as follows:

- Any aerospace OEM or SMME is invited to complete and submit the relevant template to the AISI based on whether they are an OEM/SMME.
- All EoI submissions will initially be reviewed to ensure that they fulfil the qualification and critical evaluation factors for identifying OEMs/SMMEs. If not, the EoI application proposal will be disqualified and the OEM/SMME will be informed thereof.
- If the OEM/SMME is successful, the AISI will prioritise interventions at the OEM/SMME and initiate the interventions at the OEM/SMME.
- The AISI will monitor progress of all the interventions for the duration of the project.

The call for EoI and assessment process is shown in Figure 3.

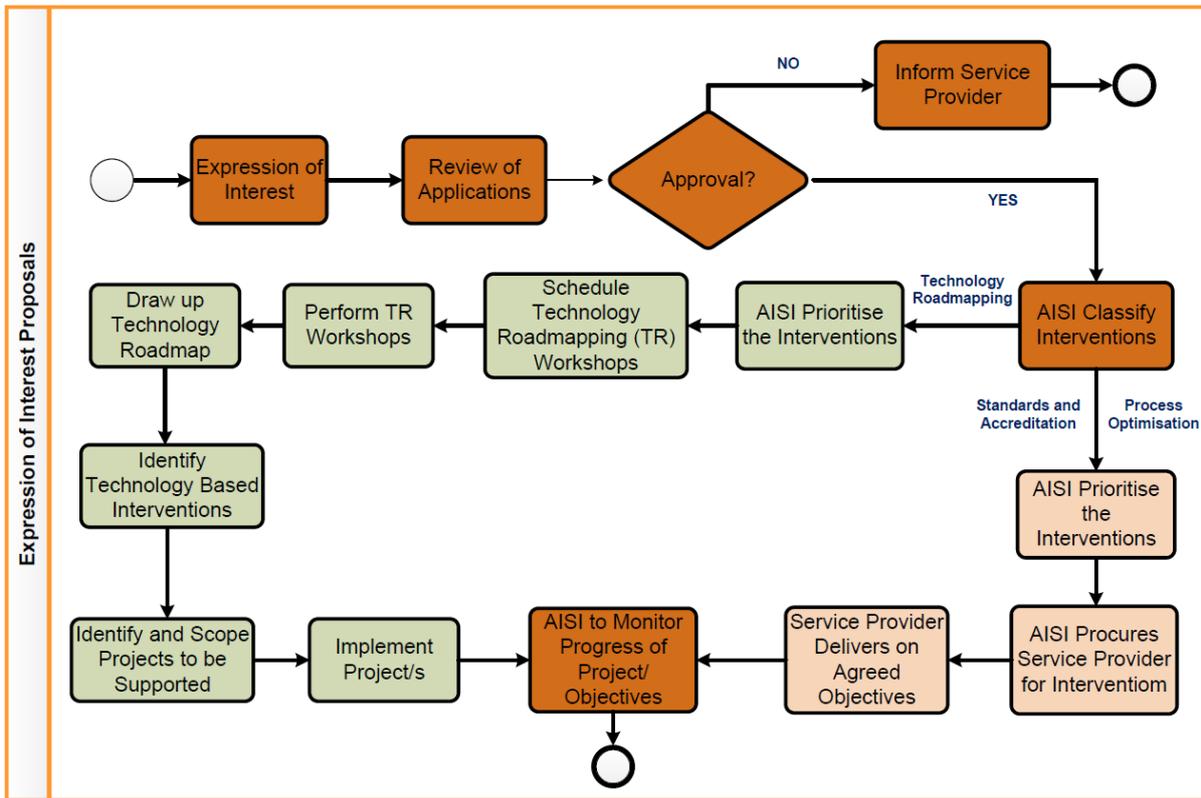


Figure 3: EoI process for OEMs and SMMEs

## 5 TIMELINE FOR INTERVENTIONS

The first set of priority interventions will start on 01 April 2018 and will be expected to be completed no later than 25 February 2019. However, the Expression of Interest results will be valid for a maximum of two years, which is until 31 March 2020.

## 6 SUBMISSION OF EoI

All EoIs must be submitted at the CSIR Building 10, Reception, 627 Meiring Naudé Road, Brummeria. **The submission must include a soft copy of the application on CD/Flash Drive.** 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. **No electronic submissions via email will be accepted.**

All queries pertaining to the EoI must be forwarded for attention: Livison Mashoko - [lmashoko@csir.co.za](mailto:lmashoko@csir.co.za) with **AISI Technology Based Supplier Development Programme** as the subject.

## **7 EoI PROGRAMME**

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

- Issue of EoI documents: 05 March 2018
- Submission closing date and time: 20 March 2018 at 12:00 (noon)
- Start of First Interventions: 01 April 2018
- Completion of First Interventions: 25 February 2019
- Validity of EoI: Until 31 March 2020

## **8 DEADLINE FOR SUBMISSION**

Proposals shall be submitted at the address mentioned in Section 6 no later than **12:00 (noon)**

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.

## **9 ELIMINATION CRITERIA**

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

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

## 10 EVALUATION PROCESS AND CRITERIA

### 10.1 Evaluation of proposals

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

#### 10.1.1 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 OEMs and Table 2 for SMMEs. 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 for OEMs**

<b>Qualification Evaluation Factors</b>	<b>Yes</b>	<b>No</b>
South African registered company		
Valid tax clearance certificate		
<b>Critical Evaluation Factors</b>	<b>Yes</b>	<b>No</b>
Aerospace manufacturing OEM		
Provision of engineering services that support the aerospace industry		
Supplying and/or manufacturing of aerospace components for South African and International OEMs		
Assistance to current SMME supplier base		

**Table 2: Qualification and Critical evaluation factors for SMMEs**

Qualification Evaluation Factors	Yes	No
South African registered company		
Valid tax clearance certificate		
Satisfies definition of a manufacturing SMME (as defined in Section 4)		
Critical Evaluation Factors	Yes	No
Aerospace manufacturing SMME in the Advanced Manufacturing Environment		
Provision of engineering services that support the aerospace industry		
Supplying and/or manufacturing of aerospace components for South African and OEMs and other SMMEs		

### 10.1.2 Differentiation Evaluation Factors

The differentiation factors for the evaluation of all project proposals are shown in Table 3 for OEMs and Table 4 for SMMEs. 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 3: Differentiation Evaluation factors for assessing project proposals for OEMs**

Differentiation Factors	Score	Weight	Weighted Score
Factor Description	( /10)	(%)	
Experience in Aerospace Advanced manufacturing as an OEM (Number of years) More than 10 years (assigned score 10) 5 – 10 years (assigned score 8) Less than 5 years (assigned score 5)		<b>20</b>	
75 – 100% Black Owned (assigned score 10) 50 – 74% Black Owned (assigned score 8) 0 – 49% Black Owned (assigned score 5)		<b>15</b>	
B-BBEE Level 1-2 (assigned score 10) B-BBEE Level 3-4 (assigned score 8) B-BBEE Level 5-8 (assigned score 5)		<b>15</b>	
Supplying components to South African and International aerospace OEMs. Supplying to: More than 5 OEMs (assigned score 10) Less than 5 OEMs (assigned score 5)		<b>15</b>	
Manufacturing components for South African and International aerospace OEMs. Manufacturing for : More than 5 OEMs (assigned score 10) Less than 5 OEMs (assigned score 5)		<b>15</b>	
Provision of engineering services that support the aerospace manufacturing industry Engineering Services provided for the aerospace industry: More than 5 (assigned score 10) Less than 5 (assigned score 5)		<b>10</b>	
Level of support for current SMME supplier base. Support for SMMEs: More than 5 SMMEs (assigned score 10) Less than 5 SMMEs (assigned score 8)		<b>10</b>	
<b>Total</b>	<b>/70</b>	<b>100</b>	<b>/100</b>

**Table 4: Differentiation Evaluation factors for assessing project proposals for SMMEs**

<b>Differentiation Factors</b>	<b>Score</b>	<b>Weight</b>	<b>Weighted Score</b>
<b>Factor Description</b>	<b>( /10)</b>	<b>(%)</b>	
Aerospace manufacturing SMME in the advanced manufacturing sector (Number of years) More than 10 years (assigned score 10) 5 – 10 years (assigned score 8) Less than 5 years (assigned score 5)		<b>25</b>	
75 – 100% Black Owned (assigned score 10) 50 – 74% Black Owned (assigned score 8) 0 – 49% Black Owned (assigned score 5)		<b>25</b>	
B-BBEE Level 1-2 (assigned score 10) B-BBEE Level 3-4 (assigned score 8) B-BBEE Level 5-8 (assigned score 5)		<b>25</b>	
Manufacturing components for South African and International aerospace OEMs and SMMEs. Supplying to: More than 5 OEMs and SMMEs (assigned score 10) Less than 5 OEMs and SMMEs (assigned score 5)		<b>15</b>	
Supplying components to South African and International aerospace OEMs and SMMEs. Manufacturing for : More than 5 OEMs and SMMEs (assigned score 10) Less than 5 OEMs and SMMEs (assigned score 5)		<b>10</b>	
<b>Total</b>	<b>/50</b>	<b>100</b>	<b>/100</b>

## 10.2 Guidelines and Key Points

Any South African manufacturing OEM and SMME are invited to submit EoI proposals in support of this call. Please note the following:

- Complete the EoI proposal template for either OEMs or SMMEs and submit it with this EoI (This is dependent on whether the applying organisation is an OEM or SMME based on Section 4)
- All submissions will be treated as confidential as well as all relevant documentation, data and information.
- 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 shall prepare for a possible presentation should the AISI require such and the applicant shall be notified thereof no later than 4 (four) days before the actual presentation date.

## 11 GENERAL TERMS

- a. AISI reserves the right not to engage further with the participants should the EoI not meet or address AISI's needs.
- b. Email enquiries shall be sent to Livison Mashoko - [lmashoko@csir.co.za](mailto:lmashoko@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 Eol 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 Eol, or not to appoint any participant should the business condition warrant such a move. This shall be done in line with the spirit of PPPFA and its associated regulations.
- i. The term participant, applicant and SMME shall 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.

## **12 MEDIUM OF COMMUNICATION**

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

## **13 COST of Eol**

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

## **14 VALIDITY AND CORRECTNESS OF RESPONSES**

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

## **15 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 of 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.

## **16 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. Electronic submissions via email will not be accepted.
- d. If a courier service company is being used for delivery of the proposal document, the EoI description must be endorsed on the delivery note/courier packaging to ensure that documents are delivered to the CSIR Building 10, Reception, 627 Meiring Naudé Road, Brummeria, by the closing date and time as mentioned above.

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

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

## **17 DISCLAIMERS**

- The AISI has produced this EoI 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 EoI due to any misinterpretation of this EoI.

- 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.

**18 Eol COMPLIANCE CHECK LIST**

To be completed by the applicant:

- I/We hereby undertake to render services described in the attached Eol documents as and when requested to the AISI in accordance with the requirements stipulated in Eol Number: **001/05/03/2018**
- The following documents shall be deemed to form and be read and construed as part of this Eol. The documents are:
  - Eol Terms of Reference
  - The response to the Eol
  - Declaration of Interest
  - Eol Templates
- I/We confirm that I/we have satisfied myself/ourselves as to the correctness and validity of my/our Eol 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 Eol.
- I/we confirm that I/we am duly authorised to sign this document.

NAME (PRINT) .....

CAPACITY .....

SIGNATURE .....

NAME OF FIRM .....

DATE .....

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

**19 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: 001/05/03/2018**

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: 001/05/03/2018**

Is the OEM or 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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**20 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***