



## Expression of Interest (Eoi)

### Aerospace Industry Support Initiative (AISI)

#### Identifying Beneficiaries to participate in the AISI Marine Manufacturing, Associated Services and Other Manufacturing Industries Supplier Development Programme– Standards and Accreditations Intervention

Eoi No: 001/10/07/2020

Date of Issue:	10 July 2020	
Closing date and time:	29 July 2020 at 16h00	
Submission Type:	Submissions by e-mail only	
Enquiries and Submission:	CSIR Manufacturing Cluster	Nicolene Roux - <a href="mailto:Nroux@csir.co.za">Nroux@csir.co.za</a>

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## 1 INTRODUCTION

This Expression of Interest (Eoi) is published for the Marine Manufacturing, Associated Services and Other Manufacturing Industries Supplier Development Programme, hereafter referred to as "*the Programme*". *The programme* is an initiative of **the dtic** aimed at assisting marine manufacturers, associated services as well as other manufacturing industries suppliers to address issues that might hinder or prevent their participation in the marine supply chain locally and internationally. The Eoi is specifically directed to marine and associated organisations that require assistance with standards and accreditation. Other manufacturing industry suppliers aiming to access the marine industry will also be considered.

## 2 BACKGROUND

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, Industry and Competition (**the dtic**). 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, space and marine manufacturing industry. Based on successful interventions in the aerospace sector, the AISI was tasked to perform a similar supplier development role for *the Programme* is an initiative of **the dtic**. This initiative was launched in 2019 and is currently in its second year.

### 2.1 Marine Manufacturing, Associated Services and Other Manufacturing Industries Supplier Development Programme

The aim of *the Programme* is to make targeted interventions in partnership with, marine system or component manufacturers to improve industry competitiveness. *The Programme* will be coordinated by **the dtic**'s Industrial Competition and Growth and hosted, managed and implemented by the CSIR, through the AISI. *The Programme* aims to assist marine manufacturers, associated services and other manufacturing industries suppliers to address issues that might hinder or prevent their participation in the marine supply chain locally or internationally. In 2020 *the Programme* was broadened to 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 2.1.1)
- Technology Enhancement (see Section 2.1.2)

This EoI focusses specifically on Standards and Accreditations while a separate EoI calling for proposals related to Technology Enhancements will be issued at a later stage. More specific information about the scope of this EoI is presented in Section 3.

### **2.1.1 Standards and Accreditations**

Assistance will be provided to manufacturers and service providers 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.

### **2.1.2 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. It should be noted that this EoI does not include Technology Enhancement and potential beneficiaries of this intervention are referred to Section 0, dealing with queries.

## **2.2 Purpose of this Document**

The AISI is issuing this EoI to solicit submissions 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 Programme*. Potential beneficiaries should currently be (or could become with the assistance provided by this programme) marine system or component manufacturers or service providers. This document serves as a

guideline to applicants interested in submitting EoI applications for consideration by the AISI technical review committee.

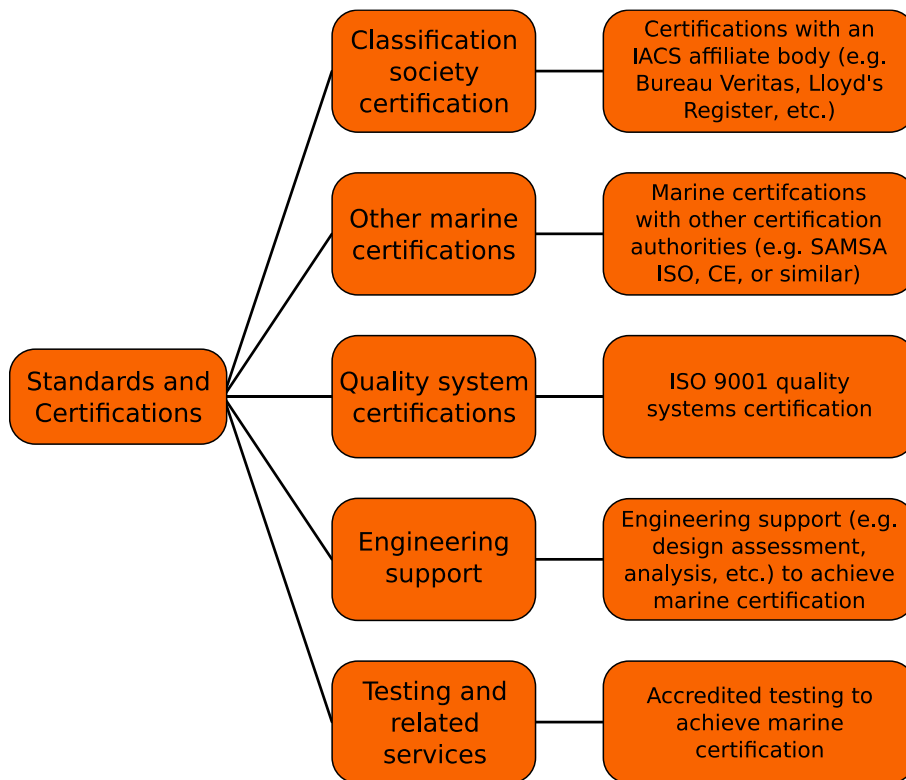
Details of the scope for the interventions are provided in Section 3, with more information about qualifying organisations provided in Section 4.1. More information about how to respond to this EoI is provided in Section 0.

### **3 SUPPLIER DEVELOPMENT INTERVENTION: STANDARDS & ACCREDITATIONS**

The two supplier development interventions (introduced in Section **Error! Reference source not found.**) was initiated to assist marine manufacturers, associated services and other manufacturing industry suppliers to improve their ability to partake in the supply chains of procuring organisations and thus serve marine industry requirements. The AISI will provide support for these interventions to be undertaken at the marine manufacturers, associated services and other manufacturing industry suppliers. The focus of this EoI is specifically on Standards and Accreditations.

Inadequate compliance with certifications and accreditations of suppliers is a major reason for exemption requests, hindering local suppliers from supplying component and services, in designated public procurements of working vessels. The AISI is therefore embarking on a process to identify a limited number of manufacturers and services industry that could benefit from the provision of services related to marine certification as part of *the Programme*, an initiative of **the dtic**.

More specifically, the AISI would like to identify manufacturers and services industries that require assistance to comply with marine industry standards and accreditations (including but not limited to implementation, surveillance or inspection or auditing of systems and processes related to marine certifications; or engineering support in the form of design evaluation or component testing which might be required for marine certification). Assistance may be provided to programme beneficiaries to obtain marine certifications (including but not limited to classification society certifications with one or more of the IACS affiliate bodies; other marine certifications such as SAMSA, SABS, CE, ISO, ABYC; or possibly other certifications such as ISO quality system certification). Programme beneficiaries may also request assistance with other support relating to the certification process (e.g. engineering support) as depicted in Figure 1.



**Figure 1: Standards and Accreditation Interventions**

Programme beneficiaries may request assistance in funding one or more of the following areas:

- Implementation, surveillance or inspection/auditing of components, systems, processes or documentation to assist beneficiaries of *the Programme* to obtain certification from one or more of the IACS affiliate bodies.
- Implementation, surveillance or inspection/auditing of components, systems, processes or documentation to assist beneficiaries of *the Programme* to obtain relevant marine-related certifications, (including but not limited to SAMSA, CE, ISO, or similar) which could assist Programme beneficiaries to partake in the supply chains of procuring organisations and thus serve marine industry requirements.
- Implementation, surveillance or inspection/auditing of components, systems, processes or documentation to assist beneficiaries of *the Programme* to comply with ISO quality standards (especially ISO9001).
- Engineering support (including design assessment, analysis, or other engineering support functions) to assist beneficiaries of *the Programme* comply with required marine certification.

- Accredited component testing or related services to assist beneficiaries of *the Programme* comply with required marine certification.

*The programme* however does not allow for recertification of maintenance of accreditations.

### **Targeted Components**

*The 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

### **Procurement of Services**

If the application for support is successful, suitable service provider(s) will be contracted. Procurement of these services will be according to the procurement framework of the CSIR (as host of AISI) in strict compliance with the Public Finance Management Act (PFMA).

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

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

### **4.1 Qualifying Organisation**

Any organisation that is currently (or could be after benefitting from the proposed intervention) a marine system or component manufacturer, a marine associated service provider or other manufacturing industries supplier aiming to access the marine industry is eligible to submit an EoI. Both large organisations as well as SMMEs are eligible, although preference will be given to SMMEs. It should be noted that the scope has been broadened since the first call in September 2019 to include, under certain circumstances, selected marine services industry (and not exclusively marine component manufacturers).

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

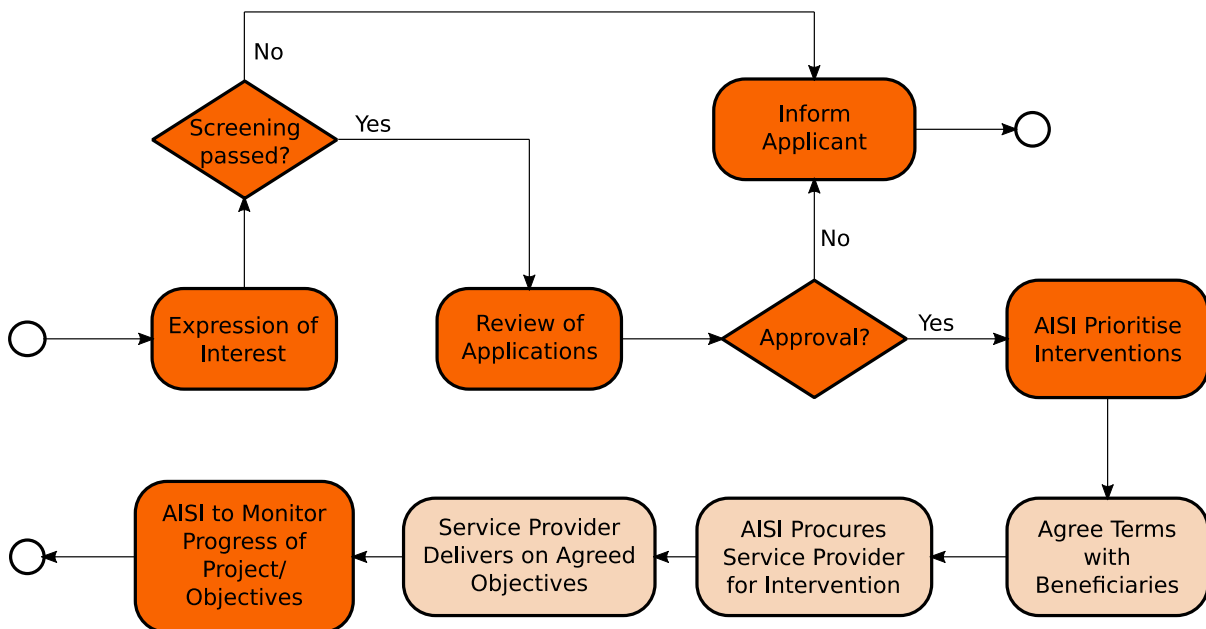
### **4.2 Expression of Interest Process**

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

- Qualifying organisations are invited to complete the response template (Annexure A) and submit to the AISI as described in Section 0.



- 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 10.1.2.
- 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.
- The AISI will procure services of external service providers, who will assist the applicant to comply with the required standards and certification requirements.
- The AISI will monitor progress of all the interventions for the duration of the project.



**Figure 2: Expression of Interest Process.**

## 5 TIMELINE FOR INTERVENTIONS

The first set of priority interventions will start immediately after successful evaluation by the technical committee. The Expression of Interest results will be valid until 31 March 2022 so that if further funding becomes available, identified beneficiaries will be contacted.

## 6 SUBMISSION OF EoI

All EoI documents (see Section 18) shall be submitted electronically via email,

- marked for attention Nicolene Roux <[nroux@csir.co.za](mailto:nroux@csir.co.za)>,
- with “**AISI Marine Manufacturing, Associated Services and Other Manufacturing Industries 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 Nicolene Roux <[nrouxr@csir.co.za](mailto:nrouxr@csir.co.za)>,
- with “**AISI Marine Manufacturing, Associated Services and Other Manufacturing Industries Supplier Development Programme**” as the subject line.

## 7 EoI PROGRAMME

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

- Issue of EoI documents: 10 July 2020
- Submission closing date and time: 29 July 2020 at 16h00
- Validity of EoI 31 March 2022

## 8 DEADLINE FOR SUBMISSION

Applications shall be submitted at the email address mentioned in Section 0 no later than **29 July 2020 at 16h00**.

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

## 9 ELIMINATION CRITERIA

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

- Submission after the deadline date and time;
- Incomplete submissions;
- Templates not completed, signed and submitted;
- EoI compliance checklist not signed and submitted (Section 18);
- Declaration of Conflict of Interest not signed and submitted (Section 19);
- Declaration of Conflict of Financial Interest not signed and submitted (Section 19);
- Final Declaration not signed and submitted (Section 20);

- No B-BBEE certificate or signed affidavit;
- No Proof of % black owned, if applicable;
- No Valid Tax Clearance Certificate; and
- Non submission of EoI Terms of Reference (this document), each page initialled.

## 10 EVALUATION PROCESS AND CRITERIA

### 10.1 Evaluation of Submissions

All EoI submissions will be evaluated by a technical review committee for functionality. The 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 response template (Annexure A) and any additional documentation requested. The qualification, critical and differentiation evaluation will be performed for all applications.

#### 10.1.1 Qualification and Critical Evaluation Factors

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

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

Qualification Evaluation Factors
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)
Critical Evaluation Factors
Provision of components that support or could support the marine industry (see Section 2.2 of response template). It should be noted that the scope has been broadened since the first call in September 2019 to include, under certain circumstances, associated marine services industry as well as other industries suppliers (not exclusively marine component manufacturers).

#### 10.1.2 Differentiation Evaluation Factors

The differentiation factors for the evaluation of all submissions 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 submission will be disqualified.
- A minimum total weighted score of 65 must be achieved. If this is not achieved the submission will be disqualified.

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

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 4.1:</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 4.1:</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 4.1:</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 4.1:</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> </ul>		<b>50</b>	

<ul style="list-style-type: none"> <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>Total</b>	<b>/50</b>	<b>100</b>	<b>/100</b>

## 10.2 Guidelines and Key Points

Any qualifying organisation as defined in Section 4.1 is invited to submit EoI submissions 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.

## 11 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 Nicolene Roux - [nroux@csir.co.za](mailto:nroux@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' whose 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.

## **12 MEDIUM OF COMMUNICATION**

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

## **13 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 submission 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.

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

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

## **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 EoI. 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.

## **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. Only submissions via email will be accepted.

### **16.1 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.

## **17 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 EoI, 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 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: **001/10/07/2020**.
  - 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 and that the submission 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	.....

**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 submission.

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**Declaration of Interest - AISI EoI Number: 001/10/07/2020**

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: 001/10/07/2020**

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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**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***

**ANNEXURE A: EOI RESPONSE TEMPLATE (provided)**

- [Proposal Template](#)