



Southern Africa Trade and Investment Hub (the Hub)

REQUEST FOR EXPRESSION OF INTEREST (EOI)

No. EOI-SATIH-PRE-002

Identifying South African Buyers Interested in Regional Products

Issuance Date: **March 27, 2020**

Closing Date/Time for submission of Expression of Interest: **April 24, 2020 12:00 hours (midday) (Central African Time).**

PURPOSE

The purpose of this announcement is to solicit Expressions of Interest (EOIs) for the engagement of qualified, legally registered South African non-profit, for-profit and non-governmental organizations to further advance the objectives of the USAID's Southern Africa Trade & Investment Hub (the Hub) – notably to increase exports from targeted southern African countries to South Africa.

USAID's Southern Africa Trade & Investment Hub is funded by the United States Agency for International Development (USAID) and is being implemented by DAI, a global development company. The Hub engages with partners across the region to increase sustainable economic growth, global export competitiveness, and trade in targeted Southern African countries. It supports these objectives by (a) increasing exports from targeted southern African countries to South Africa, (b) increasing exports from targeted Southern African countries to the United States (under the African Growth and Opportunity Act [AGOA]), (c) boosting capital and technology flows from South Africa to other Southern African countries, and (d) providing targeted trade facilitation support to Zambia. The Hub works with market actors to identify and resolve enterprise constraints and to implement sustainable solutions through market-based trade and investment facilitation services. The Hub's programming closely reflects the U.S. Government's partnership with Southern African private enterprises, U.S. government agencies, Southern African Development Community (SADC) member states, local and regional trade associations, and other development partners. The Hub partners with the USAID Bilateral Missions through the Regional Mission in the successful delivery of its objectives.

Through this Request for Expression of Interest, DAI is seeking to identify South African firms with an interest in importing products from targeted southern African countries in the region. The Hub aims to contribute substantively to filling knowledge gaps in the trade eco-system through a range of interventions.

BACKGROUND

In support of increasing exports from selected southern African countries into South Africa, the Hub has identified a range of products where there is an anticipated market demand in South Africa. Amongst these are specific grains and legumes, including:

- Raw groundnuts (shelled or unshelled);
- Non-GMO soya beans;
- Processed soya products – soya mince, textured soya protein, soya flakes, soya chunks, meal;
- Maize and soya cereal blends;

- Macadamia nuts (in-shell or out of shell);
- Beans – white haricote, red speckled, kidney beans, black beans, butter beans, yellow beans, other beans, and;
- Cashew nuts (raw or processed – roasted, flavored, cashew butter).

Over the past 3.5 years, the Hub has an established network of producers, processors and traders in the region with export capability and an interest in supplying the SA market with the above products. The purpose of this call for expressions of interest is to identify stakeholders in South Africa with an interest in purchasing these products from the region.

The Hub will partner with at least five Business Membership Organizations (BMOs) to issue a call for expressions of interest to its members as well as publish this request in a suitable newspaper. The call will aim to indicate the products they are seeking from the region, including product specifications and market entry requirements.

Following this process, the Hub will play an active role in supporting regional exporters and South African buyers to meet (virtually or in person if feasible), explore partnerships, agree on the terms of a deal that are mutually beneficial and support the parties to honour their commitments to the deals through troubleshooting, monitoring and supporting where needed.

RESPONSE SUBMISSION DEADLINE AND COMMUNICATION PROTOCOL

The deadline for responding to this Request for EOI is **Friday, April 24, 2020 12:00 hours (midday) (Central African Time)**. Responses received after the deadline will not be reviewed and will be discarded by DAI, subject to the discretion of the project's management. Responses may be emailed to SATIH_ProcurementINBOX@dai.com. Only responses submitted electronically to this address will be accepted. Please address the subject of the email **"Expression of Interest – Identifying South African Buyers Interested in Regional Products"**.

Please do not contact Hub employees regarding this Request for EOI. No questions will be answered by phone. Any verbal information received shall not be considered as an official response to any question regarding this Request for EOI.

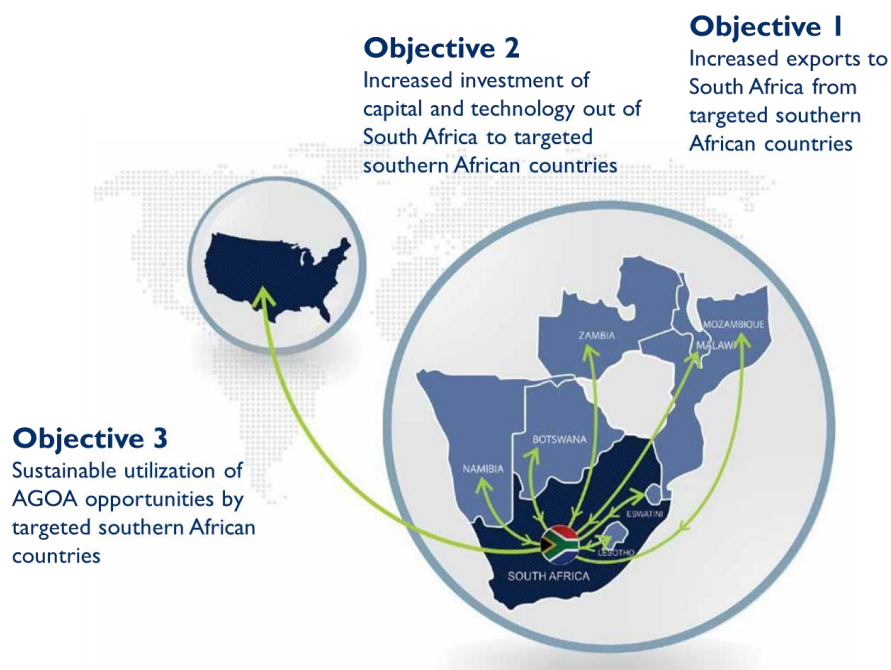
All information provided by vendors in EOIs will be treated confidentially. DAI will not use the information in any other context or setting and we will not reveal details to other parties.

AREAS OF INTEREST

The Hub requires information from SA buyers which gives a clear indication of the specific needs and requirements for different products including:

1. Product of interest - specific variety or type of product e.g. Spanish type groundnuts suitable for snacks
2. Purpose of procurement - what will the product be used for (e.g. manufacturing peanut butter or manufacturing peanut oil and animal feed)
3. Current source of product - e.g. Brazil, India, Argentina
4. Current price of products procured from these locations
5. Volumes required per month - e.g. 30 tons per month

6. Grading and packaging requirements – e.g. 50kg bags, clean, primary grade according to SA standard, with aflatoxin levels < 10 ppm (if specific moisture, protein content or other levels please specify)
7. Price range that would be viable e.g. R20,000 – R24,000 per ton delivered in Pretoria
8. Terms of payment – e.g. Within ten days of receipt of product that meets quality standards



Map of the Southern Africa Trade and Investment Hub coverage and objectives

OBLIGATIONS

DAI will not reimburse respondents for the costs incurred with preparing a response, nor does issuance of this Request for EOI obligate DAI to provide import facilitation support to the SA buyer. If an applicant is found to have made false or misleading claims or statements, obtains confidential information, or receives improper assistance, DAI reserves the right to reject an EOI submitted by or on behalf of that applicant. This EOI is not, nor should it be understood to be, a commitment by DAI to issue any contracts for services.

CLARIFICATION OF SUBMISSIONS

DAI may require a respondent to submit additional information in order to better judge a response.

FACTORS FOR CONSIDERATION

Respondents are expected to provide written feedback addressing the the areas of interest specified by DAI, as per response format below. In addition, Respondents to this Request for EOI should submit a capability statement or company profile that provides DAI with background information on the company. This should include information such as the duration the company has been in operation, company ownership, number of employees, location of the business and the main focus of the business. The following criteria need to be met for a firm to pre-qualify:

- The respondent is registered and licensed to operate in South Africa
- The respondent can prove that they have the necessary financial resources to honour contracts entered into as a result of the Hub facilitation support provided
- A brief profile of the Chief Executive Officer / Managing Director

- Three (3) supplier references and descriptions illustrating the relationship

RESPONSE FORMAT

Applicants must complete their responses, in English, following the specifications outlined in the template below. The response format consists of three sections. Please submit your concept as a Microsoft Word document no longer than **four pages** in length, including the cover letter. The summarized profile of the CEO or MD may be submitted as an Annex in addition to the four-page response.

Section 1: **VENDOR INFORMATION**

| Section Number | Description |
|----------------|---|
| 1.0 | Vendor Information: Company Name, Address and Phone Number, Form of Incorporation (corporation, partnership, NGO, etc.) and/or business license, Number in Years in Business, Number of Employees (full and part-time), Name of Managing Director, History of organization and Cover Letter |

Section 2: **FACTORS FOR CONSIDERATION**

| | | |
|--|---|--|
| 2.0 | Responses to each of the factors for consideration stated above (please provide information for each product provided e.g. if groundnuts and soya beans of interest please complete this section twice) | |
| Product of interest | | |
| Please be specific about the variety or type of product e.g. Spanish type groundnuts suitable for snacks | | |
| Purpose of procurement | | |
| What will the product be used for (e.g. manufacturing peanut butter or manufacturing peanut oil and animal feed) | | |
| Current source of product | | |
| e.g. Brazil, India, Argentina | | |
| Current price of products procured from these locations | | |
| Volumes required per month | | |
| e.g. 30 tons per month | | |
| Grading and packaging | | |
| e.g. 50kg bags, clean, primary grade according to SA standard, with aflatoxin levels < 10 ppm (if specific moisture, protein content or other levels please specify) | | |
| Price range that would be viable | | |
| R20,000 – R24,000 per ton delivered in Pretoria | | |
| Terms of payment | | |
| Within ten days of receipt of product that meets quality standards | | |

Section 3 **SUPPLIER REFERENCE:**

| | |
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| 3.0 | Include {three references} Supplier References, each reference must include the following: -Supplier Name, Address, Point of Contact Name, Telephone number, Email, Description of supply relationship, Dates of supply relationship. |
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NOTIFICATION PROCESS

Upon receipt and review of Expressions of Interest DAI will notify respondents about potential deals emerging from this EOI.

END