



PUBLIC INVESTMENT
CORPORATION®

Est. 1911

PIC 014/2016 : APPOINTMENT OF A SERVICE
PROVIDER TO RENDER RESEARCH AND
TRANSACTION SUPPORT SERVICES TO THE PIC
FOR A PERIOD OF THREE YEARS

SCM AND RESEARCH AND DEVELOPMENT

1 MARCH 2017

Committed to serving our clients

WELCOME



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AGENDA

- Introduction
- Background and Evaluation criteria
- Research and Project Development requirement
- Administrative Requirements
- Format of Proposal
- Annexure A
- Annexure B
- Functional Evaluation Criteria
- Appointment on Panel

INTRODUCTION

- The PIC is an asset management company and state owned company which manages funds on behalf of various public sector funds, the largest being the GEPF. The PIC is empowered by its clients' mandates to invest funds on their behalf in various asset classes with an objective to obtain good returns, while it simultaneously advances the developmental investment agenda. The PIC also has a presence in some countries outside South Africa which are on the African continent and it competes with the best in the world.
 - The PIC manages assets exceeding R 1.8 trillion Rand and as the leader in the asset management industry we require systems that can articulate our vision, mission, and goals in order to perform optimally to meet and exceed the expectations of our stakeholders.
 - The Research and Projects Development division within PIC, is an investment division supporting the strategic asset allocation decisions of the Assets Under Management. It provides fundamental research to support investment divisions, focused on macro-economic, thematic and sector research. Co-ordination of the asset allocation investment decision process forms a core part of the divisions function. It provides the linkage of Long-term research into alpha generation and social returns in a way that maximises direct impact of GDP growth in South Africa and into the continent.
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BACKGROUND AND EVALUATION CRITERIA

- RFP was advertised on 26 February 2017
- Deadline for submission of questions is on 17 March 2017
- Questions and answers/Presentation will be published on www.pic.gov.za
- Closing date is 24 March 2017 @ 11:00am at Block C Reception: PIC offices
- 1 Original and 4 copies of document to be submitted-Technical and administration
- 1 CD/USB of proposal labelled with bidders' name-Technical
- CSD Registration number and CSD report- Local Companies
- Valid Tax Clearance certificate/ Pin Number
- BEE certificate/ EME sworn affidavit
- Signed declaration of Interest Document
- Company Information Document
- Annexure A- Indicate sector
- Annexure B- Complete for Research and Transactions Services separately per service

BACKGROUND AND EVALUATION CRITERIA (continued)

Evaluation Criteria:

- Phase 1: Compliance with administrative requirements
- Phase 2: Functional requirements (minimum threshold 70):
Paper Evaluations (All Bidders)
Presentations shortlisted bidders (score 70 and above)
- Phase 3: BEE Level and Hourly rates

Functional Evaluation Transaction Support and Research Services	
Criteria	Weighting
Suitability based on research and transaction requirement	40
The size of and experience of team members	10
The number and size of assignments completed in the past 12-24months	10
Client satisfaction with work provided in the past 12-24 months	10
Black Ownership of company	20
Black Female Ownership of company	10
Total	100
Threshold	70

Research and projects development requirement

Macro and sector research

- Critical link into real economy

Thematic research and cross-sector project identification

- Strict thematic investment criteria
- Long-term focus
- External and internal

Project development and transactional support

- Direct investing at project level
- New or existing funds
- Supporting investments with transaction teams

Macro-economic analysis to be tested against long-term themes

Quantitative asset allocation-based performance analysis

Sector specific updates, linked with PIC exposures, risk mitigation and investment actions

Broad global investment themes with strong link to sectors

Strict, structured process to determine topics researched

Unless investable project potential is identified early, research stopped

Determining best entry point based on options:

- PIC asset allocation mix
- Asset agnostic
- Insuring link of transactions with strategic research
- Technical, commercial market overview

Research services

Research services

Research services/
Technical services

FORMAT OF PROPOSAL

	Section	Guideline
Section 1	Annexure A	Bidder to tick sector/s relevant to the proposal
Section 2	Annexure B	Bidder to submit information related to each service for Research and/or transaction support
Section 3	Administrative documents	As per Administrative requirements
Section 4	Completed Bid document	Declaration of Interest Company Information
Section 4	Proposals per Research and/or transaction support	Sectors to be indicated clearly: e.g. Property Main focus to be: <ul style="list-style-type: none"> • General research • Market and industry analysis • Global benchmarking and competitive analysis • Specialist market forecasts • Identifying investable opportunities • Providing technical and/or commercial due diligence

Annexure A: FORMAT OF PROPSAL

Annexure A

Name of bidder

Sectors	Research services	Transaction services (technical & commercial DD)
Manufacturing and related value chains		
Agriculture and Agri-processing		
Mining and Beneficiation		
Infrastructure & Energy		
Financial Services and ICT		
Property		
Africa		
Social Infrastructure; e.g. Health & Education		
Digitization, Technology and Innovation		
Global investment themes		
Global and local economic research		
Asset allocation / Portfolio construction		
Other: Specify		

Annexure B: RESEARCH SERVICES

Research Services

ANNEXURE B

A separate technical proposal template should be completed for each sector which the service provider wish to tender for

Sector

Size of Company

Number of staff

Number of HDI's

Combined years of experience in doing IT due diligence assignments

Partner / owner	Senior Manager	Manager	Analyst

CV's of staff up to senior manager level should be provided

Engagement team make-up for hypothetical assignment with fees of R500 000 (excl VAT)

Number of staff

Number of hours spent on hypothetical R500 000 assignment

Hourly rate per level (Exclusive of VAT)

Partner / owner	Senior Manager	Manager	Analyst

Number of transactions completed in past 12 Months

Total fees (excl VAT) up to R500 000

Total fees (excl VAT) between R500 000 and R1 million

Total fees (excl VAT) in excess of R 1million

Nr of transactions

Top five transactions by value worked on in past 12 months

Transaction 1

Transaction 2

Transaction 3

Transaction 4

Transaction 5

Value of transaction	Target Company Name / Transaction Code Name	Client Name	Total Hours spent on completion of assignment

The following additional information related to the top five transactions should be provided

Name of client contact

Transaction 1

Transaction 2

Transaction 3

Transaction 4

Transaction 5

Telephone nr	Cell phone nr	E-mail address

APPOINTMENT ON PANEL

PROCESS POST EVALUATION

- SHORTLISTED CANDIDATES MAY BE CONTACTED FOR MEETINGS/PRESENTATIONS ON AN ADVISED DATE

- RESULTS TO BE COMMUNICATED IN WRITING OF RESULTS

- SUCCESSFUL BIDDERS WILL BE REGISTERED ON PIC SUPPLIER DATA BASE

- BIDDERS WILL BE APPROACHED AS AND WHEN THE NEED EXISTS BY PIC

- PANEL MAY BE UPDATED ANNUALLY

- SUCCESSFUL BIDDERS TO ENSURE INFO ON CSD IS UPDATED



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