



**INKOMATI-USUTHU CATCHMENT MANAGEMENT AGENCY**  
**20 Paul Kruger Street, ABSA Square Building-2<sup>nd</sup> Floor,**  
**Mbombela, 1200**  
**Private Bag X 11214, NELSPRUIT 1200**

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**IUCMA INVITES YOU TO RESPOND TO A REQUEST FOR QUOTATION (RFQ) AS INDICATED IN THE PROCUREMENT SCHEDULE**

**QUOTATION REFERENCE** : RE-RFQ001/SOPHOS/2026  
**ISSUE DATE** : Thursday, 18 June 2026  
**CLOSING DATE AND TIME** : Wednesday, 24 June 2026 @ 10:00 AM  
**EMAIL** : [mavunac@iucma.co.za](mailto:mavunac@iucma.co.za)

**INVITATION TO QUOTATION AND INSTRUCTIONS TO BIDDERS**

**NOTE:**

1. Quotation must be on the **company letterhead** and made out to Supply Chain Management of the IUCMA, clearly indicating a **“Quotation Number and CSD Registration Number”**.
2. All prices must be quoted in South African Rand on a fixed price basis, inclusive of VAT.
3. Quotation must be clearly dated and valid for at least **60 days**.
4. If you are a VAT vendor, the VAT number must be indicated on the quotation.
5. Should your company not receive any response from IUCMA within 10 days of closing on the RFQ, Please accept that your quotation was unsuccessful.
6. **Standard Bidding Documents 4 and 6.1** should accompany the quotation.
7. No contract shall be concluded with any bidder whose tax matters are not in order.
8. Quotations should be emailed to [mavunac@iucma.co.za](mailto:mavunac@iucma.co.za).
9. ***Please note that no quotations received after the closing time will be considered.***

**CONDITIONS TO BE OBSERVED WHEN BIDDING**

- a) Quotations for the supply of goods or services described in this document are invited in accordance with the provision of Government Procurement: General Conditions of Contract available for download from <http://www.treasury.gov.za/divisions/ocpo/sc/GeneralConditions/>
  - b) IUCMA does not bind itself to accept the lowest or any RFQ, nor shall it be responsible for or pay any expenses or losses which may be incurred by the bidder in the preparation and delivery of the RFQ.
  - c) No RFQ shall be deemed to have been accepted unless and until a purchase order/letter of appointment is prepared and executed.
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**PROCUREMENT SCHEDULE**

**SPECIFICATION FOR THE APPOINTMENT OF A SERVICE PROVIDER FOR THE RENEWAL, MANAGE AND SUPPORT OF SOPHOS FIREWAL LICENSES.**

**1. PURPOSE**

To appoint a suitably qualified and authorized Sophos Partner/Reseller to supply, renew, manage and support Sophos Firewall licenses and subscriptions for IUCMA Head Office and associated sites.

**2. SCOPE OF WORK**

The appointed service provider will be responsible for the following:

	<b>Description</b>	<b>Qty</b>
	<p><b>1.General Information</b></p> <p>Device Make &amp; Model: Sophos Firewall XGS 2100            Serial Number: X21006MGQMQCD8A            Deployment Environment: Enterprise perimeter firewall            Purpose: Renewal of security subscriptions to ensure continuous network protection, visibility, and vendor support.</p> <p><b>2.Current License Overview</b></p> <p>The firewall is currently licensed with the Sophos Xstream Protection Bundle, which provides comprehensive, layered security services.</p> <p><b>3.Renewal Requirement</b></p> <p>License to Renew: Sophos Xstream Protection Bundle            Renewal Type: Subscription renewal            Coverage Period:36 Months</p> <p><b>4.Scope of Renewal</b></p> <p>The renewal must include all components of the Xstream Protection Bundle:</p> <ul style="list-style-type: none"> <li>• <b>Network Protection</b> <ul style="list-style-type: none"> <li>➤ Intrusion Prevention System (IPS)</li> <li>➤ Advanced Threat Protection</li> <li>➤ Sophos X-Ops threat intelligence</li> <li>➤ SD-RED device management</li> </ul> </li> <li>• <b>Web Protection</b> <ul style="list-style-type: none"> <li>➤ Web filtering and application control</li> <li>➤ Malware and ransomware protection</li> <li>➤ HTTPS inspection</li> </ul> </li> <li>• <b>Zero-Day Protection</b> <ul style="list-style-type: none"> <li>➤ Sophos Sandstorm sandboxing</li> <li>➤ Machine learning threat detection</li> </ul> </li> <li>• <b>NDR Essentials for Firewall</b> <ul style="list-style-type: none"> <li>➤ Network Detection and Response</li> <li>➤ Lateral movement and anomaly detection</li> </ul> </li> <li>• <b>DNS Protection</b> <ul style="list-style-type: none"> <li>➤ Malicious domain blocking</li> <li>➤ DNS-based threat prevention via Sophos Central</li> </ul> </li> <li>• <b>Central Orchestration</b> <ul style="list-style-type: none"> <li>➤ SD-WAN VPN orchestration</li> <li>➤ Central Firewall Reporting (Advanced)</li> </ul> </li> <li>• <b>Enhanced Support</b></li> </ul>	

	<ul style="list-style-type: none"> <li>➤ 24/7 Sophos technical support</li> <li>➤ Firmware updates and security patches</li> </ul> <ul style="list-style-type: none"> <li>• <b>Vendor Requirements</b> <ul style="list-style-type: none"> <li>➤ License must be official Sophos subscription</li> <li>➤ Must be compatible with Sophos XGS 2100</li> <li>➤ Activation to be completed via Sophos Central / Sophos Licensing Portal</li> <li>➤ No disruption to existing firewall configuration during renewal</li> </ul> </li> </ul> <ul style="list-style-type: none"> <li>• <b>Deliverables</b> <ul style="list-style-type: none"> <li>➤ License renewal activation key or subscription confirmation</li> <li>➤ Updated subscription expiry dates reflected on the firewall</li> <li>➤ Official invoice and license documentation</li> </ul> </li> </ul>	
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### 3. LOCATION OF WORKS

IUCMA OFFICES, 2ND FLOOR, ABSA SQUARE BUILDING; 20 PAUL KRUGER STREET; MBOMBELA; 1200

### 4. KEY ASSUMPTIONS

- The IUCMA will perform all actions required to enable the service provider to fulfil their contractual obligations. This may include the provision of relevant documents, and available data as may be required by the service provider for purposes of fulfilling their contractual obligations, provided they are available and accessible.
- The work is to be completed as per scope, budget, and time, without any delays on the part of the service provider.
- The service provider's assigned individuals have the prerequisite qualifications, competencies, and experience to perform work assigned to them.
- IUCMA will not incur any additional cost because of timeline extension on the part of the service provider.

### 5. FEES AND DISBURSEMENT

- A total cost must also be indicated on the quotation.
  - All fees quoted must be inclusive of VAT.
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## 6. SPECIAL CONDITIONS

- The IUCMA reserves the right to reject an award of a specific category where responses are found to be insubstantial by the evaluating panel.
- The IUCMA reserves the right to award the contract to one or more service providers.

## 7. EVALUATION CRITERIA

### a. Administrative criteria (Phase 1)

- Bidder must submit Proof of registration on CSD (Central Supplier Database).
- Bidder must submit a fully completed and signed bidding document:
  - ✓ Standard Bidding Document **(SBD 4) Bidder's Disclosure.**
  - ✓ Standard Bidding Document **(SBD 6.1) Preference Points Claim Form.**
  - ✓ Standard Bidding Document **(SBD 7.2) contract form - rendering of services**
- ✓ General Condition of Contract **(GCC)** initialled on each page.
- ✓ Bidder must provide a valid **BBBEE Certificate** (accredited by SANAS) or BBBEE Certificate issued by CIPC, or a valid **Sworn Affidavit** on the DTI-issued template.
- ✓ Signed Request for Quotation **(RFQ)** form.

### b. Mandatory evaluation criteria (Phase 2)

Only service providers that have met the administrative prequalification criteria in Phase 1 will be evaluated in Phase 2 for mandatory evaluation. The table below contains the mandatory evaluation criteria. If a service provider does not meet any of the mandatory evaluation criteria, the bidder will be

Be disqualified, and the bid will not be evaluated further.

#	Mandatory Requirements	Proof of Evidence
1.	<p>The bidder must be an authorized reseller/partner of Sophos with permission to sell and renew Sophos Firewall licenses and subscriptions in South Africa.</p> <p>The bidder must have an active distributor account with an authorized Sophos Distributor in South Africa.</p>	<p>Accreditation Certificate</p> <p>(Valid <b>Sophos Partner Certificate</b> or Official Partner Confirmation Letter from Sophos or an authorized Sophos Distributor in South Africa.)</p>

### c. Functionality evaluation criteria (Phase 3)

Only service providers that have met the administrative prequalification criteria in Phase 2 will be evaluated in Phase 3 for mandatory evaluation. The table below contains the mandatory evaluation criteria.

Sub-criteria	Points
<b>1. Company experience (reference letters)</b>	<b>100</b>
The bidder must demonstrate their competency by proving contactable reference	

<p>letters (<b>not older than 3 years</b>) reflecting experience in the Supply of Sophos Firewall licenses and Firewall implementation and support. The letters must have a contactable reference on the company letterhead.</p> <ul style="list-style-type: none"> <li>- Four (4) or more relevant references –100 points.</li> <li>-Three (3) positive contactable references –80 points.</li> <li>-Two (2) positive contactable references – 60 points.</li> <li>-One (1) positive contactable reference – 20 points.</li> <li>-No contactable reference – 0 points.</li> <li>-Proof: Contactable references on client letterhead.</li> </ul>	
Non-compliance with the above requirement = 0 points	
<b>Total</b>	<b>100</b>
<b>Minimum Qualifying Score</b>	<b>60</b>

Any service provider that scores less than 60 out of the 100 points in respect of functionality will be regarded as submitting a non-responsive bid and will, as a result be disqualified.

Bidders who obtained less than the minimum threshold of **60 points** will be declared non-responsive and therefore will not be eligible for **evaluation of BBBEE & Price Preference**.

## 8. PRICING SCHEDULE

All pricing must be in South African Rands.

Service provider must ensure that the price quotations are inclusive of all applicable taxes (Including VAT). Costing must comprise all the relevant services proposed in the bidder submission.

Quotation clearly showing breakdown of costs on company letterhead aligned the items listed below.

**Pricing Schedule — Table 1 (Evaluated Items) This table will be used for price evaluation.**

Description	Qty	Unit Cost (VAT excl)	Total Cost (VAT excl)
1. Sophos Firewall License for 36 months ( once off payment for 36 months)	<b>1</b>		
2. Annual Technical Support for 36 months	<b>36 Months</b>		
Total amount excluding VAT			

VAT	
Total price including VAT	

### 9. Phase 4: Price and specific goals criteria

Evaluation in terms of 80/20 preference points system, only bids that achieve the minimum qualification score of 80 will be evaluated further in accordance with the 80/20 preference point system.

Bids will be evaluated in terms of the prevailing Supply Chain Management policy applicable to IUCMA and it should be noted that bids will be assessed using the 80/20 formula (preference points system) for price and specific goals as per the PPPFA and IUCMA Preferential Procurement Policy.

PREFERENCE POINT SYSTEM	POINTS
Price $P_s = 80 \left( 1 - \frac{P_t - P_{min}}{P_{min}} \right)$	80
Specific Goals (refer to requirements below)	20
Total points for Price and Specific Goals	100

Where,

$P_s$  = Points scored for comparative price of bid under consideration

$P_t$  = Comparative price of bid under consideration

$P_{min}$  = Comparative price of lowest acceptable bid

The 20 specific goals points will be distributed as follows:

#	Preference/Specific Goals	Max Points	Evidence to be submitted
	Enterprises owned (ownership) by the below-designated groups:		Emerging Micro Enterprise (EME) and Qualifying Small Enterprise (QSE) – sworn affidavit (DTI or CIPC Template), Generic entities – B-BBEE certificate (SANAS accredited) and CSD report.
1	Black people (51% or more)	10	
2	women (30% or more)	5	
3	youth or disabilities (25% or more)	3	
4	B-BBEE Status level contributors from levels 1 to 2 contributors which are EME or QSE	2	
	Total	20	

# BIDDER'S DISCLOSURE

## 1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

## 2. Bidder's declaration

2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest<sup>1</sup> in the enterprise, employed by the state? **YES/NO**

2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of institution	State

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? **YES/NO**

2.2.1 If so, furnish particulars:  
.....  
.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or

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<sup>1</sup> the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

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any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?

**YES/NO**

2.3.1 If so, furnish particulars:

.....  
.....

**3 DECLARATION**

I, the undersigned, (name).....  
in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

- 3.1 I have read and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium<sup>2</sup> will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.4 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.5 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN

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<sup>2</sup> Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

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TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....  
Signature Date

.....  
Position Name of bidder



## SBD 6.1

### PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022

This preference form must form part of all tenders invited. It contains general information and serves as a claim form for preference points for specific goals.

**NB: BEFORE COMPLETING THIS FORM, TENDERERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022**

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#### 1. GENERAL CONDITIONS

1.1 The following preference point systems are applicable to invitations to tender:

- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

#### 1.2 To be completed by the organ of state

- a) The applicable preference point system for this tender is the **80/20** preference point system.

1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:

- (a) Price; and
- (b) Specific Goals.

#### 1.4 To be completed by the organ of state:

The maximum points for this tender are allocated as follows:

	<b>POINTS</b>
<b>PRICE</b>	<b>80</b>
<b>SPECIFIC GOALS</b>	<b>20</b>
<b>Total points for Price and SPECIFIC GOALS</b>	<b>100</b>

1.5 Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim points for specific goals with the tender, will be interpreted to mean that preference points for specific goals are not claimed.

1.6 The organ of state reserves the right to require of a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the organ of state.

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## 2. DEFINITIONS

- (a) **“tender”** means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;
- (b) **“price”** means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;
- (c) **“rand value”** means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;
- (d) **“tender for income-generating contracts”** means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and
- (e) **“the Act”** means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

## 3. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

### 3.1. POINTS AWARDED FOR PRICE

#### 3.1.1 THE 80/20 OR 90/10 PREFERENCE POINT SYSTEMS

A maximum of 80 or 90 points is allocated for price on the following basis:

$$Ps = 80 \left( 1 - \frac{Pt - P_{min}}{P_{min}} \right) \text{ or } Ps = 90 \left( 1 - \frac{Pt - P_{min}}{P_{min}} \right)$$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

### 3.2. FORMULAE FOR DISPOSAL OR LEASING OF STATE ASSETS AND INCOME GENERATING PROCUREMENT

#### 3.2.1. POINTS AWARDED FOR PRICE

A maximum of 80 or 90 points is allocated for price on the following basis:

$$Ps = 80 \left( 1 + \frac{Pt - P_{max}}{P_{max}} \right) \text{ or } Ps = 90 \left( 1 + \frac{Pt - P_{max}}{P_{max}} \right)$$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

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Pmax = Price of highest acceptable tender

#### 4. POINTS AWARDED FOR SPECIFIC GOALS

- 4.1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:
- 4.2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—
- (a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system; or
  - (b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,
- then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system.

**Table 1: Specific goals for the tender and points claimed are indicated per the table below.**

***(Note to organs of state: Where either the 90/10 or 80/20 preference point system is applicable, corresponding points must also be indicated as such.***

***Note to tenderers: The tenderer must indicate how they claim points for each preference point system.)***

The specific goals allocated points in terms of this tender	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Enterprises with ownership of 51% or more by person/s who are black	10	
Enterprises with ownership of 30% or more by person/s who are women	5	
Enterprises with ownership of 25% or more by person/s who are youth or with disability	3	
B-BBEE Status level contributors from level 1 to 2 contributors which are EME or QSE	2	
<b>Total</b>	<b>20</b>	

Returnable documents to claim points	Please tick here for the attached document
Valid BBBEE certificate / sworn affidavit. Consolidated BBBEE certificate / sworn affidavit in case of joint venture	
Full CSD report or CSD registration number	
CIPC registration documents	
Declaration / proof of disability issued by medical practitioner	

#### DECLARATION WITH REGARD TO COMPANY/FIRM

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4.3. Name of company/firm.....

4.4. Company registration number: .....

4.5. TYPE OF COMPANY/ FIRM

- Partnership/Joint Venture / Consortium
- One-person business/sole propriety
- Close corporation
- Personal Liability Company
- Non-Profit Company
- Public Company
- (Pty) Limited
- State Owned Company

[TICK APPLICABLE BOX]

4.6. I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/ firm for the preference(s) shown and I acknowledge that:

- i) The information furnished is true and correct;
- ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
- iii) In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;
- iv) If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have –
  - (a) disqualify the person from the tendering process;
  - (b) recover costs, losses or damages it has incurred or suffered as a result of that person’s conduct;
  - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
  - (d) recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and
  - (e) forward the matter for criminal prosecution, if deemed necessary.

	..... <b>SIGNATURE(S) OF TENDERER(S)</b>
<b>SURNAME AND NAME:</b>	.....
<b>DATE:</b>	.....
<b>ADDRESS:</b>	.....
	.....
	.....