

# **Economic Development Request for Proposal**

## **De Aar Solar Power**

**Submissions Date: 23  
June 2025**

**June 2025**



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## 1 INTRODUCTION

De Aar Solar Power (RF) Pty Ltd, hereafter referred to as “**the Client**”, invites qualified and experienced service providers to submit proposals for conducting a comprehensive assessment of its **Enterprise Development (EnD) Programme**.

Since inception, the programme has aimed to support local Small, Medium and Micro Enterprises (SMMEs), situated around its 50km radius, with the goal of enhancing business revenue and profit, stimulate job creation and increase business sustainability within the project’s beneficiary communities.

This RFP seeks to evaluate the **impact, effectiveness, and sustainability** of EnD interventions undertaken to date.

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## 2 OBJECTIVE OF THE RFP

The primary objective of this engagement is to conduct an **independent, evidence-based review** of the Enterprise Development Programme. The review must determine:

- The post-intervention performance and sustainability of these enterprises.
  - The key challenges and systemic issues affecting enterprise sustainability.
  - Recommendations to enhance the future impact, structure, and delivery of the programme.
  - Pragmatic plan to form and maintain a strategic multi-IPP structure within the 50km radius of the solar park.
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## 3 SCOPE OF WORK

#	Scope Item	Details
1	Objective Historical Review	<ul style="list-style-type: none"><li>• Stated objectives and intended outcomes.</li></ul>
2	Enterprise & Initiative Database	<ul style="list-style-type: none"><li>• Categorised by sector and industry.</li><li>• Geographic location (with a focus on 50km impact zone).</li><li>• Type of intervention/funding.</li><li>• Period of support and duration.</li></ul>
3	Field-Based Assessments	<ul style="list-style-type: none"><li>• Assess current operational and legal status.</li><li>• Evaluate growth (revenue, staffing, market access, governance).</li><li>• Identify post-intervention challenges and risks.</li></ul>
4	Implementation Analysis	<ul style="list-style-type: none"><li>• Identify recurring patterns, gaps, and systemic issues in design and delivery of the ED programme.</li></ul>
5	Benchmarking	<ul style="list-style-type: none"><li>• Compare with national and international enterprise development and impact investing best practices.</li></ul>
6	Multi-IPP Collaboration Study	<ul style="list-style-type: none"><li>• Assess feasibility and structure of a strategic multi-IPP platform within a 50km radius.</li><li>• Identify shared challenges and opportunities.</li><li>• Recommend a plan for joint planning, resourcing, and monitoring.</li></ul>

7	<b>Recommendations Development</b>	<ul style="list-style-type: none"> <li>Enhance design, execution, and post-support monitoring.</li> <li>Improve sustainability outcomes and inclusion.</li> <li>Establish accountability and adaptive management systems.</li> <li>Strengthen community and ecosystem buy-in.</li> </ul>
8	<b>Final Evaluation Report</b>	<ul style="list-style-type: none"> <li>Include executive summary and visual dashboard.</li> <li>Document case studies, success stories, and lessons learned.</li> <li>Provide a roadmap for future structure and collaboration.</li> </ul>

## 4 DELIVERABLES

#	Deliverable	Description
1	<b>Inception Report</b>	<ul style="list-style-type: none"> <li>Outlining methodology, tools, timelines, and data collection framework.</li> </ul>
2	<b>Impact Assessment Report</b>	<ul style="list-style-type: none"> <li>Total number and nature of enterprises supported.</li> <li>Sustainability status of each enterprise.</li> <li>Key challenges identified.</li> <li>Success stories and key lessons.</li> </ul>
3	<b>Recommendations Report</b>	<ul style="list-style-type: none"> <li>Address programme design and delivery gaps.</li> <li>Suggest improvements to selection criteria, monitoring, and post-support tracking.</li> <li>Recommend mechanisms for enhanced sustainability and scalability.</li> </ul>
4	<b>Final Presentation</b>	<ul style="list-style-type: none"> <li>Presentation of consolidated findings, key insights, and strategic recommendations to the Client's senior management.</li> </ul>

## 5 PROPOSAL REQUIREMENTS

Proposals must include:

- Company profile and proof of registration.
- Relevant experience and track record in ED programme evaluation or similar assignments.
- Team composition and CVs of key personnel.
- Detailed methodology and proposed work plan.
- Budget and costing structure.
- References from at least three (3) previous clients for whom similar work was conducted.
- Proof of BBBEE status and ownership structure.
- Declaration of interest and any potential conflict.

## 6 BID SUBMISSION DETAILS

All proposals must be submitted no later than **23 June 2025** to the following email address:

Email: [thandaza.teka@globeleq.co.za](mailto:thandaza.teka@globeleq.co.za)

**Subject Line:** RFP Submission – ED Programme Impact Assessment

**Late submissions will not be considered.**

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## 7 EVALUATION CRITERIA

Evaluation Criteria	Weighting
Technical Approach & Methodology	30%
Relevant Experience & Track Record	30%
Team Qualifications	15%
Local	15%
Black Women Owned	10%
<b>Total</b>	<b>100%</b>

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## 8 PROJECT TIMELINE

Milestone	Timeline
Proposal Submission Deadline	23 June 2025
Evaluation and Award	14 July 2025
Project Kick-off Meeting	21 July 2025
Final Report Submission	21 October 2025

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## 9 COMPLIANCE AND LEGAL REQUIREMENTS

All service providers must submit the following compliance documentation:

- Tax Clearance Certificate or Tax Compliance PIN
- Valid Letter of Good Standing with Compensation Commissioner
- Certified BBBEE Certificate or Sworn Affidavit (for EME/QSE)
- Proof of insurance (professional indemnity and public liability)
- Confirmation of no pending litigation with government or private clients

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**For any queries, please contact:**

**Tandaza Teka** – Email: [thandaza.teka@globeleq.co.za](mailto:thandaza.teka@globeleq.co.za)

