



**BOTSWANA
EXAMINATIONS
COUNCIL**

**DIRECTORATE OF EXAMINATIONS ADMINISTRATION AND
CERTIFICATION**

INVITATION TO TENDER FOR

**PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATION
QUESTION PAPERS FOR BOTSWANA EXAMINATIONS COUNCIL FOR 2023 TO
2025 FOR:**

- 1. PRIMARY SCHOOL LEAVING EXAMINATIONS (PSLE),**
- 2. JUNIOR CERTIFICATE EXAMINATION (JCE) AND**
- 3. BOTSWANA GENERAL CERTIFICATE OF SECONDARY EDUCATION
(BGCSE)**

Tender No. BEC EAC 003/22-23

Tender Collection Date: Monday, 19 September 2022

Tender Closing Date: Friday, 21 October 2022

PROCURING ORGANISATION	AGENT
Botswana Examinations Council, Private Bag 0070, Gaborone, Botswana	The Secretary to the Tender Committee, Private Bag 0070, Gaborone, Botswana Tel: +267 365 0700 Fax: +267 393 3872 Email: procurement@bec.co.bw

Tender No. BEC EAC 003/22-23

INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE AND BGCSE FOR THREE YEARS 2023,2024 AND 2025

Printing companies are invited to submit bids for the Provision of Secure Printing and Packaging of Examinations Question papers for BEC for the Years 2023, 2024 and 2025.

This tender is reserved for 100% Citizen Owned Companies in accordance with Statutory Instrument 23 of 2020 dated 28 February 2020.

- Bidders must, in order to be considered for the award of the contract, be registered with PPADB under Code 201 – Printed Matter and Related Equipment, Sub-Code 01 - Printed Matter (Books, Newspapers, Journals, Postcards, Promotional Material - Content Provided etc), and be in possession of a valid Tax Clearance Certificate or an exemption thereof.
- Tender documents will be available with effect from **19 September 2022** and **will be sent** to bidders upon payment of a non-refundable and non-transferable fee of P250.00 payable to the following BEC Account details:

Account Name: BEC
Bank Name: First National Bank
Account Number: 6222 132 9940
Branch Name: Corporate
Branch Code: 282267
Swift Code: FIRNBWGX

(NB: The fee for the youth is P125.00 non-refundable and non-transferable)

Bidders are advised to use 44444 as reference number. The tender document will be sent to the bidder upon receipt of proof of payment and after verification that funds have been received in the BEC account.

The tender document is available from Botswana Examinations Council website <http://www.bec.co.bw/docs/invite-tender> for viewing purposes only.

NOTE:

1. Tender responses will be accepted from companies that were sent the electronic ITT by BEC only.
2. There will be no issuing of hard copies of ITTs to bidders.

Proof of Payment must be sent to procurement@bec.co.bw as well as tmogapi@bec.co.bw and must be included in the Bid Responses, failing which the bid will be disqualified. The tender document will be sent to the bidders upon receipt of their proof of payment and after verification that funds have been received in the BEC account.

BEC shall send the ITT document to bidders who provided proof of payment by end of day (16:30hrs) on **14 October 2022**. No bidder's proof of payment shall be accepted after this time and will therefore not be sent the ITT document. Please note that the tender fee remains non-refundable and non-transferable even with this requirement.

The Procurement Office of the Botswana Examinations Council can also be contacted at the following addresses for any clarification:

Postal Address

Botswana Examinations Council
Private Bag 0070
Gaborone.

Tel: (+267) 365 0700

Fax: (+267) 393 3872

Physical Address

Botswana Examinations Council
Plot 54864, KT Motsete Road
Gaborone.

Contact Name: Mr T. Mogapi Telephone Number: 365 0700
Fax: (+267) 393 3872, Email: procurement@bec.co.bw

Delivery of bid response and the delivery of goods shall be made to the Botswana Examination Council Head Office as per the addresses provided above.

Bids must be submitted using the **two-envelope system**: one original and four (4) copies **plus a soft copy in a Re-writable CD/DVD**, for the **technical** and **financial** bids respectively. Bids must be submitted in two separate envelopes, one containing the Technical Bids, the other containing the Financial Bids and both envelopes labelled accordingly with the tender number and title. The two envelopes should be sealed and placed in a third outer and larger envelope. This envelope should be sealed and labelled as follows.

Tender No. BEC EAC 003/22-23: INVITATION TO TENDER FOR THE PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025.

Bids must arrive **not** later than **10:00am** (local time) on **Friday, 21 October 2022**. Bids received after the closing date and time will **NOT** be accepted. Telephonic, telegraphic, telex or facsimile bids will **NOT** be accepted.

Sealed bids should be delivered to the following address:

The Secretary, Tender Committee
Botswana Examinations Council
Plot 54864, KT Motsete Road, Gaborone.

NB. Non-compliance to the separation of the **technical** and **financial** bids is subject to outright disqualification. Bidders' responses that do not have the required number of envelopes (original plus 4 copies) for the technical and financial bids will also be disqualified.

Note: The samples of the stationery to be printed will be provided as hardcopies and must be collected from BEC Procurement Office after payment and after receipt of the soft copy ITT.

Responses that do not have the required number of envelopes will be disqualified. Re-writable CDs/DVDs should be separate for the technical and financial proposal. The CD/DVD for the technical proposal should be included in the technical proposal envelope while the CD/DVD for the financial proposal should be included in the financial proposal envelope.

Bidders who are awarded the tender should by no means pass it to other parties to undertake the project, i.e. sub-contracting will **not** be allowed.

- Queries and questions relating to the issue of these documents will be accepted up to **5 working days** before tender closing date. The queries or questions should be in writing and should be addressed to:

The Secretary, Tender Committee
Botswana Examinations Council
Private Bag 0070, Gaborone, Botswana.
Contact Name: Mr T. Mogapi
Telephone Number: (+267) 365 0700, Fax: (+267) 393 3872
Email: procurement@bec.co.bw

Bids must arrive **not** later than **10:00 am** (local time) on **Friday, 21 October 2022**. The tenders will be opened in the presence of bidders wishing to attend. Bids received after the closing date and time will not be accepted. Telephonic, Telegraphic, Telex, Email or Facsimile bids will not be accepted.

The proposal must be made in English.

Sealed bids should be delivered to the following address

The Secretary; Tender Committee
Botswana Examinations Council
Plot 54864, KT Motsete Road; Gaborone.

The tender document may be viewed from BEC website: <http://www.bec.co.bw/docs/invite-tender>. Bidders are advised that this document is for viewing purposes only. Bid responses will only be accepted from bidders who were sent the bid document electronically by BEC.

Bidders are advised that this document will not be issued as a hard copy.

N.B. The selected bidder shall begin work immediately and deliver the Services from 2023 to 2025.

Botswana Examinations Council is **NOT** bound to accept the lowest or any bid or bear any expense in the preparation thereof. The Botswana Examinations Council also reserves the right to award the tender in full or in parts.

Important Dates:

Tender Available Date: Monday, 19 September 2022
Tender Closing: Friday, 21 October 2022 at 10.00hrs

The Secretary, Tender Committee
Botswana Examinations Council
Private Bag 0070, Gaborone

BEC EAC 003/22-23: INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

The conditions of tender are contained in this document.

1.1 The Procuring Organisation is the Botswana Examinations Council.

1.2 The tender documents issued by the Procuring Organisation comprise:

Three volume approach:

VOLUME 1: TENDERING PROCEDURES
Tender Notice & Invitation to Tender
Tender Data

VOLUME 2: RETURNABLE DOCUMENTS

VOLUME 3: THE CONTRACT
Part 1 Agreements & Contract Data
Forms of Securities

Part 2 Pricing Data
Pricing Instructions

Part 3 Scope of Work

1.3 All bidders are required to submit the following:

- a) One (1) original plus four (4) copies plus a soft copy in a Re-writable CD/DVD;
- b) Proof of payment of the tender fee of **P250.00** or **P125.00**;
- c) Valid copy of Tax Clearance Certificate (Provide Certificate No. and Pin No. for on-line verification);
- d) PPADB Registration Certificate under Code 201 Sub-Code 01 (registration will be verified on-line);
- e) A completed Form of Declaration for Tendering Purposes;
- f) Submission of Extract from Companies and Intellectual Properties Authority (CIPA) showing company Shareholders and Directors as well as their Identity documents;
 - Publicly listed companies may submit certificates of their controlling shareholders only;
 - NB: Where the shareholder is a company, the individual shareholders of the company in question must be submitted. E.g. if ABC (Pty) Ltd submits a tender and one of its shareholders is EFG (Pty) Ltd, the shareholders in EFG should be submitted and so on until the shareholders submitted bears the names of individuals.
- g) Completed Form of Authority of Signatory.
- h) Completed and Signed Form of Offer and Acceptance.

1.4 All bidders are required to provide the pricing schedule in the format provided in CONTRACT PART 2, Pricing Data. Bidders must also provide a detailed breakdown of the cost covering all components of the project as stated in CONTRACT PART 3, Scope of Work. Bidders should note that the total cost of the project should not include any variable components based on exchange rates, inflation, etc. Where disbursements are based on actual expenditure, bidders should estimate the maximum expected costs, which will be reimbursed based on actual expenditure incurred.

Bidders should quote in Botswana Pula only.

All the quoted prices must include VAT for VAT registered companies. The validity period of the tender must be **at least 120 days** from the closing date of the tender

BACKGROUND

The Botswana Examinations Council is a semi-autonomous institution that is mandated by the Botswana Examinations Council (Amendment) Act of 2019 to manage and conduct Examinations and Assessments in General Education and Technical and Vocational Education and Training. In respect of the aforesaid obligations, the Council is charged with the responsibility to print, package, and distribute examinations papers and stationery to its Centres. It is in pursuance of such mandate, that the Council wishes to engage a printing company for the provision of a secure printing and packaging of PSLE, JCE and BGCSE Question Papers for the years 2023, 2024 and 2025 examinations. Prospective bidders should be capable of handling large scale printing works, provide bar codes/OMR Options for e-marking purposes under a secure environment. Both quality and security is emphasised in this undertaking, hence both the technical and financial proposals will be assessed before the award of the tender.

The Tax laws of Botswana shall apply in this tender and subsequently the contract.

Note:

PSLE may be phased out before the end of the 3-year contract therefore will be awarded for one year of 2023 and the contract renewed yearly for 2 years of 2024 and 2025 should the need arise. Bidders are however, required to quote for all the three (3) years.

BGCSE printing requirements may vary each year of printing because BEC is embarking on e-marking, therefore the contract for BGCSE will be renewed yearly for 2 years 2024 and 2025 should the need arise. Bidders are however, required to quote for all the three (3) years.

JCE may also start e-marking by 2025 and Bidders are however, required to quote for all the three (3) years.

GENERAL PRINTING REQUIREMENTS

EXAMINATION PAPER SIZE:	A4
COPY :	Supplied camera-ready copy or electronic softcopy
MATERIAL :	White printing 80gsm

COLOUR	:	Black and White
FINISHING	:	Folded, inset, saddle stitched and trimmed
PACKAGING/ENVELOPING	:	Security bagged to BEC unique designed envelopes in 5s, 10s, 20s 50s or 100s according to numbers of candidates per centre. (Number of candidates will be provided every year after completion of registration)
DESPATCH	:	Centre packed in outer polybags labelled and boxed by centre by region (and sub-region for PSLE) for approximately 840 PSLE, 258 JCE and 80 BGCSE centres
DESPATCH	:	Suitably packed for despatch to Botswana Examinations Council premises.

The Question papers estimates for 2023 , 2024 and 2025 :

EXAM LEVEL	NAME OF STATIONERY	TOTAL NUMBER PER YEAR		
		2023	2024	2025
PSLE – 840 CENTRES				
1	Question Papers	770,000	847 000	9 317 00
JCE – 258 CENTRES				
2	Question Papers	1,349,925.50	1,482 818.50	1,628,789.00
BGCSE – 80 CENTRES				
3	Question Papers	850,425	850,900	860,000

NB: The number of centres may increase/decrease as new Centres get registered/deregister each year for each level.

The Technical information needed to assess the tender will include the following:

Capability and Capacity

- Relevant manpower profile - At least two senior officers should possess Certificate in Reprography or any related qualifications (certified copies of Certificates of the said qualifications should be included as evidence).
- Minimum experience of 2 years of the company in the provision of printing or related services - At least 2 references should be included as evidence
- Financial capability of the company, consortium or joint venture or partnership

Technical Logistics

- Relevant production machinery – state at least 3 major machineries to be used including its outputs (provide picture for each machinery).

Solution and Methodology

- Provide a plan on management of printing and adherence to Quality Management system - QMS standards and any related documents to be provided as evidence).
- Relevant Risk Management Plan should be clearly articulated
- Provision of a comprehensive plan of execution (outline clear steps to be followed)
- Understanding of the requirements

Product quality

- Quality of samples produced such as print, ruled lines and margins – provide samples
- Quality of booklets printed – provide samples (the samples provided should show stapling and puncturing)
- Quality of paper used (80 GSM white) – provide samples

SCOPE

The purpose of this tender is to solicit services for the Secure Printing and Packaging of examination question papers for PSLE, JCE and BGCSE Examinations for three years.

The examinations Question Papers should be printed and packaged according to centre counts specified. The centre counts will be provided every year after completion of registration. The printing must be done under a secure environment. The printing paper should be of internationally reasonable quality. The printing company should be aware that if the printed stationery is not packaged per centre, then the work is not complete and payment will be withheld until such packaging is done. The element of timing is also important since BEC's schedules are deadline bound. All quotes should be inclusive of VAT.

Note: The samples of the stationery to be printed will be provided as hardcopies and must be collected from BEC Procurement Office after payment and after receipt of a soft copy ITT.

- 1.5 The Procuring Organisation's address for delivery of tender offers and identification details to be shown on each tender offer package are:

INVITATION TO TENDER FOR SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

**Tender Secretary
Botswana Examinations Council
Plot 54864,
KT Motsete Road
Gaborone.**

- 1.6 A **two-envelope** procedure will be followed.

Bids should be submitted according to the Instructions to Bidders. Important points are repeated as follows:

- The financial bid will only be examined if the respondent's technical bid meets the requirements of BEC.
- The technical bid **should not** include any figures relating to cost but must include a statement stipulating the validity period of the tender bid.
- The bid document must be prepared in indelible ink. It shall contain no interlineations or overwriting, except as necessary to correct errors made by the bidder. Any such corrections must be initialled by the person or persons who sign the bid.
- All copies must be signed in ink by an authorised employee, agent or representative of the bidder.
- For each bid, the bidders shall prepare the number of copies indicated in the Instructions to Bidders. The original Bid should be marked ORIGINAL; all other copies should be marked COPY. If there are discrepancies between the original and any of the copies, the original will be assumed to be correct and shall bear the submission address.

The original, four (4) copies and re-writable CDs /DVDs of each of the technical and financial bids shall be placed in a separate and sealed envelope clearly marked – **TENDER NO. BEC EAC 003/22-23: INVITATION TO TENDER PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025** and shall bear the submission address.

Re-writable CDs/DVDs should be separate for the technical and financial proposal. The CD/DVD for the technical proposal should be included in the technical proposal envelope while the CD/DVD for the financial proposal should be included in the financial proposal envelope.

Bids must arrive no later than **10:00 am** (local time) on **Friday, 21 October 2022**. The outer envelope should have one (1) original and four (4) copies of the technical and financial bids respectively. These shall be placed in one large sealed envelope clearly marked – **TENDER NO. BEC EAC 003/22-23- INVITATION TO TENDER FOR**

PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

Bids will be opened immediately, in the presence of bidders willing to attend. Bids received after the closing date and time will not be accepted. Email or Facsimile bids will not be accepted.

Immediately after the deadline for the submission of bids, the technical bid of all the tenderers will be opened. The financial bids shall remain sealed and deposited with BEC Tender Committee until those bids meeting the technical requirements have been identified.

This tender is reserved for 100% Citizen Owned companies ONLY.

- 1.7 The closing time for submission of tender offers is: **10.00 am on Friday, 21 October 2022.**
- 1.8 Telephonic, telegraphic, telex, email or facsimile tender offers will not be accepted.
- 1.9 The tender validity period is at least 120 days from the closing date of the tender.
- 1.10 The time and location for opening of the tender offers is:
Time: 10.00 am on the **Friday, 21 October 2022**
Location: Botswana Examinations Council ,
Plot 54864, KT Motsete Road, Gaborone
- 1.11 The procedure for evaluation of the responsive tender offers is the Quality and Cost Based Selection method

The Evaluation Process

Tender Evaluation Committee (TEC) will be constituted to evaluate the bids. The evaluation to be adopted by the Evaluation Committee will be as follows:

- 1 In Stage 1 of the evaluation process the bids will be scrutinized against the Disqualification clause given in 1.12.
- 2 The qualifying bids after Stage 1 will go through to Stage 2 of the evaluation process as described in 1.13.
- 3 The technical bids of the short listed bidders after Stage 2 of the evaluation process will be evaluated as stated in Stage 3 of the evaluation process. (See 1.14).
- 4 The project will be provisionally awarded to the bidder with highest combined score of Stage 2 and Stage 3 of the evaluation process subject to successful negotiation of the contract as in 1.15.
- 5 The maximum scores allocated to Stage 2: Technical and Stage 3: Financial are as follows:

Stage 2: Technical Evaluation	80
Stage 3: Financial Evaluation	<u>20</u>
Total	<u>100</u>

Notes

- Subject to authorisation by BEC Tender Committee, further information may be requested from the bidders during evaluation. Any such request will be made in writing to the bidder's nominated representative as declared in the Form of Response. Any such correspondence will be for purposes of clarification only and will in no way be indicative of any preference towards any bidder or bid.
- All important information required for the project shall be included in the bid, so that at contract negotiation stage there are no major issues that could call for the change of award.

NB. Site inspection of the facilities and logistics that would be availed to execute and complete the project is a necessity that should not be overlooked. This may be verified by BEC as may be necessary during the evaluation and/or adjudication process.

- 6 The successful bidder will sign the agreed contract document with BEC prior to commencement of the project.
- 7 The successful bidder shall deliver the services to Botswana Examinations Council as per accepted samples and shall be accepted after inspection to confirm conformance to specifications.

1.12 Disqualification at Stage 1

A bidder whose technical bid does not meet the following requirements will be disqualified during the first scrutiny at Stage 1. In the case of a consortium or joint venture or partnership, or sub-contractor or any form of companies working together, the companies shall be evaluated individually for compliance with the listed requirements, i.e. individual companies must meet the compliance criteria for the consortium or joint venture or partnership or sub-contractor or any form of working together, to proceed to stage 2. **Consortium or joint venture or partnership, or sub-contractor or any form of working together will only be accepted from 100% citizen owned companies.**

Companies must submit all of the following;

- a) PPADB Registration Certificate under Code 201- Printed Matter and Related Equipment; Sub-Code 01 - Printed Matter (Books, newspapers, journals, postcards, promotional material – content provided etc) - (Registration will be verified online);
- b) Valid copy of Tax Clearance Certificate (Provide Certificate Number & Pin Number for online verification);
- c) A completed Form of Declaration for Tendering Purposes;
- d) Submission of Company Extract from Companies and Intellectual Properties Authority (CIPA) showing company Shareholders and Directors accompanied by certified copies of the Shareholders and Directors' Identity Documents;
 - (publicly listed companies may submit documents of their controlling shareholders only);

- NB: Where the shareholder is a company, the individual shareholders of the company in question must be submitted. E.g. if ABC (Pty) Ltd submits a tender and one of its shareholders is EFG (Pty) Ltd, the shareholders in EFG should be submitted and so on until the shareholders submitted bears the names of individuals.

- e) Completed Certificate of Authority of Signatory;
- f) Completed and signed Form of Offer and Acceptance **(to be submitted in the Financial Proposal)**.

Should a bidder fail to submit items a) to e) on the first instance, they will be requested to resubmit the missing item(s) through email, and they will be given a minimum of 2 days or a maximum of 5 days to submit. Should the bidder fail to submit within the required time, they will be disqualified from further evaluation.

Failure to submit the Completed and Signed Form of Offer and Acceptance in the financial proposal, ((f) above), will lead to outright disqualification, where the financial proposal will be rejected without being evaluated..

1.13 Evaluation of Bids at Stage 2 Technical

The following table shows the criteria which will be used. The criteria will be rated on scores as shown in the table below. In the case of a consortium or joint venture or partnership or subcontracting or any form of working together, the bids will be evaluated on the combined strength of the constituent companies involved. Each level will be evaluated based on these criteria. A site visit where applicable, will be considered as part of the evaluation process at this stage. This would help to confirm what is submitted in the bid.

AREA	CRITERIA	SCORES	
Capability and capacity	Relevant manpower profile - At least two senior officers should minimum experience of two years, possess Certificate in Reprography or any related qualifications (certified copies of Certificates of the said qualifications should be included as evidence). <ul style="list-style-type: none"> • 2 Officers or more with minimum experience of two years and certificates (5 Marks) • 1 Officer with minimum experience of two years: (2 Marks) • 0 Officer: (0 Mark) 	5	15
	Minimum experience of two years of the company in the provision of printing or related services – At least 2 references should be included as evidence. <ul style="list-style-type: none"> • 2 years or more : (5 Marks) • 12 to 23 months: (3 Marks) • Up to 11 months: (1 Mark) • No Experience: (0 Mark) 	5	
	Financial capability of the company, consortium or joint venture or partnership - recent 3 months bank statements should be included as evidence. <ul style="list-style-type: none"> • 3 or more months bank statements: (5 Marks) • 1 or 2 months bank statements:(2 Marks) • No bank statement: (0 Mark) 	5	
Technical logistics	Relevant production machinery – state at least 3 major machinery to be used including its outputs (provide picture for each machinery) <ul style="list-style-type: none"> • stating at least 3 major machinery to be used including its outputs plus pictures (10 marks); • stating 2 machinery to be used including its outputs plus pictures (6 marks); • stating 1 machinery to be used including its outputs plus pictures (4 marks); • No machinery stated, no output, no pictures (0 mark). 	10	10

Solution and Methodology	Provide a plan on management of printing and adherence to Quality Management system - QMS standards and any related documents to be provided as evidence); <ul style="list-style-type: none"> • Management plan clearly articulated with QMS standards and any related documents provided as evidence: (5 marks); • Management plan not clearly articulated or supporting evidence not provided: (2 marks); • No management plan and no QMS document: (0 marks). 	5	25
	Relevant Risk Management Plan should be clearly articulated <ul style="list-style-type: none"> • Risk Management plan clearly articulated: (5 marks) • Risk Management plan not clearly articulated (2 marks) • No risk management plan: (0 marks) 	5	
	Provision of a comprehensive plan of execution (outline clear steps to be followed) <ul style="list-style-type: none"> • Comprehensive plan in points form: (10 marks) • Comprehensive plan not in points form: (5 marks) • No plan provided (0 mark) 	10	
	Understanding of the requirements <ul style="list-style-type: none"> • All the requirements for solution and methodology are provided and shows an understanding of what is expected: (5 marks) 	5	
Product quality	Quality of samples produced such as print, ruled lines, margins, bar codes/OMR Options for e-marking purposes – provide samples for all question papers.	15	30
	Quality of booklets printed – provide samples (the samples provided should show stapling and puncturing for all question papers)	5	
	Quality of paper used, (80 GSM white) – provide samples for each question paper as per the samples provided by BEC.	10	
Total			80

The cut-off for progression to Stage 3 is a minimum score of 60 points out of the possible 80 points or 75% and only bidders who score 60 and above will have their financial proposals opened and evaluated. Botswana Examinations Council reserves the right to terminate any further evaluation of this tender at any stage.

Bidders should respond to the above requirements in full to guide evaluators in allocating marks.

1.14 Evaluation of Financial Bids – Stage 3

NB: Financial bids should be submitted in a separate sealed envelope.

Only technically compliant bids that score a minimum of 60 points out of the possible 80 points or 75% shall undergo financial evaluation.

Evaluators will correct arithmetic errors and convert bids to a common currency. Should there be discrepancy between the Unit Price and the Total Price, the Unit Price shall be used. Should there be discrepancy between the amount in figures and the amount in words, the amount in words will be used.

Bids will be ranked in order of their prices after correction of any arithmetic errors.

Citizen Economic Empowerment Schemes will be applied to the prices prior to applying the formula, thus EDD and the Local Procurement Schemes. Bidders must sign the Local Procurement Registration Certificate attached.

The Citizen Empowerment Policy will be applied where:

- The EDD policy will also be applied. Bidders must submit their EDD certificates for this preference to be applied to them.
- The Local Empowerment Policy will also be applied and bidders must submit evidence for the policy to be applied.

The qualifying bids will be evaluated based on the following factors: The following formula will be used to rate the quoted prices:

$$FS = 20 \times \frac{LP}{P}$$

Where:

FS = financial score of a given bidder

LP = lowest price

P = the price quoted by the bidder

The lowest financial bid (LP) will be given a financial score (FS) of 20 points. The financial scores (FS) of the other financial bids will be computed using the formula above.

1.15 Basis of Award

The bidder with the highest combined score (Technical and Financial) from stages 2, and 3 will be recommended for the award to BEC Tender Committee subject to an agreed signed contract. If the contract negotiations fail, then the next best evaluated bidder will be considered for the award. Selection of suppliers will not be based solely on the lowest price. There are other factors to be considered e.g. quality, lead-time and acceptance of technical information etc.

Botswana Examinations Council is not bound to accept the lowest or any bid, or bear any expense in the preparation thereof. The Botswana Examinations Council also reserves the right to award the tender in full or in parts.

TENDER RETURNABLE DOCUMENTS	LIST OF RETURNABLE DOCUMENTS Volume I
--	--

**TENDER NO. BEC EAC 003/22-23- INVITATION TO TENDER FOR PROVISION OF
SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS
FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025**

1. The tenderer must complete the following returnable documents:
 - Returnable Documents required for tender evaluation purposes
 - Certificate for authority of signatory
 - Record of addenda to tender documents
 - Detailed Response to Requirements specified in the CONTRACT PART 3
 - Form of Offer and Acceptance
 - Form of Declaration For Tendering Purposes
 - Response form
 - Quality plan
 - Experience of the bidder
 - Risk management plan

2. Returnable Documents that will be incorporated into the contract
 - Response form
 - Quality plan
 - Detailed Response to all other Requirements specified in the Contract Part 3
 - Form of Offer and Acceptance

Parts of each tender offer communicated on paper shall be submitted as an original, four (4) duplicate copies plus a rewritable CD/DVD of both the technical and financial proposal. Each copy must contain the following

RESPONSE FORM.

Bidder's Name	
Company Registration Number	
Vat Number (if applicable)	
Country of Registration	
Year of Establishment	
Physical Address	
Postal Address (if different)	
Telephone Number	
Mobile Number	
Fax Number	
Email and URL	
Contact Address in Botswana (If applicable)	
Project Title	
Tender No.	
Designated Authorised Representative for this Project	Name: Position: Qualifications: Tel: Fax: Email:
Project Referees (see CONTRACT PART 3, Scope of Work, 8.1.5)	1 2 3
Signed: Bidder's Authorised Representative	

Republic of Botswana	TENDER RETURNABLE DOCUMENT	DECLARATION FORM FOR TENDERING PURPOSES
----------------------	---------------------------------------	--

Declaration to establish that Directors, shareholders, partners, members have not participated through any other bid for the same tender

TENDER NO. BEC EAC 003/22-23- INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

PART A

I, _____ (full name), in my capacity as..... (state position in Entity)

hereby declare that on my behalf, and on behalf of the owners, partners / directors/ shareholders /administrators and/or other (Please specify).....

of:
..... (name of Entity)

of:
..... (Postal/physical address)

that, in connection with the enclosed tender,

All information contained herein is true and not misleading, and it is to the best of my knowledge factual and binding on the Entity and/or its Representatives. I state that the (State Name of Entity) and/or its representatives confirm that they have not, through other entities, participated in the same tender and offer the same products in response to the same items.

NOTE THAT: In the case of competing franchises, the franchises may bid for the same item but with different products. Item means the commodity required by the procuring entity indicated in the ITT. Product means the commodity offered by the bidder.

I declare and confirm that the Entity and/or its Representatives have in fact not participated in the same tender and offered the same products in response to the same items, through any other registered company or other entity. I hereby provide a current list of Directors/ Administrators/ Partners/ Members and/or Shareholders for the Company/Partnership/ Society/Joint Venture/ Private Foundation/Statutory Body and/or other (Please specify).....

	DIRECTORS/MEMBERS/ PARTNERS NAME and /OR Other (Please Specify)	CAPACITY IN ENTITY	NATIONALITY	PERCENTAGE OF SHAREHOLDING
1				
2				
3				
4				
5				
6				
7				

	SHAREHOLDERS NAME	NATIONALITY	PERCENTAGE OF SHAREHOLDING
1			
2			
3			
4			
5			
6			
7			

If more space is required attach additional sheet. Note that Public companies should state which stock exchange the company is listed under.

I further acknowledge that should any of the directors, partners, and shareholders, members/administrators */(others please specify)* be found to be associated in a similar or other manner in another company/entity, participating in this tender and offering the same products in response to the same items, this shall disqualify this Company/Partnership/ *Society*/Joint Venture/ Private Foundation/Statutory Body, and whichever company or other entity the said director/partner/shareholder/member and/or administrator is consequently involved in.

I further acknowledge that should the Company /Partnership/ *Society*/Joint Venture/ Private Foundation/ Statutory Body or any of its affiliates or subsidiaries be found to have participated in the same tender and offered the same products in response to the same items, the said Company/Partnership/ *Society*/Joint Venture/ Private Foundation/Statutory Body/*(others please specify)* and its affiliates and/or subsidiaries shall be disqualified.

The Company/Partnership/ *Society*/Joint Venture/ Private Foundation/ Statutory Body/*(others please specify)*, through its agents, employees or directors has not illegally communicated with any member of the procuring department or the Public Procurement and Asset Disposal Board, except as may be permitted in the relevant "instructions to tenderers" or by law.

The Company/Partnership/ *Society*/Joint Venture/ Private Foundation/Statutory Body/*(others please specify)*, through its agents, employees, partners, members, administrators and/or directors has not paid or offered to pay any consideration, favour or promise to any member of the procuring department or any person employed by or associated with Public Procurement and Asset Disposal Board (PPADB) or its Committees.

I declare that this tender is submitted by us in our own right and we have not colluded in any way with any other /potential tenderer in the production and submission of this tender other than in the establishment of a joint venture or sub-contractor arrangement as fully and correctly declared in the tender.

I acknowledge that if after the award of this tender any of these declarations are found to be false then any contract(s) between ourselves and the procuring department and/or PPADB shall be terminated forthwith and we may be barred from future tendering for government services and liable to possible prosecution.

I confirm that our entity has undertaken not to collude to withdraw from a tender award, only for the reason that an unsuccessful bidder be awarded the tender. I confirm further that the entity has undertaken not to engage in frivolous complaints and litigation that frustrates project implementation.

SIGNED: NAME:

DATED:.....

.....

Entity

Stamp

PART B

1. Declaration to establish Eligibility for Reservation and Price Preferences for 100% Citizen Owned Contractor / Companies and other Entities.
2. The declaration shall be signed by all Businesses tendering for reserved contracts and contracts subject to preferences, as a condition of each tender.
3. The 100% citizenship requirements for shareholders, etc contained therein shall not withstand any previous consents and practice, be pre-condition for the award of any reserved tender.

Definition

4. The following definitions shall apply to this declaration:
100% Citizen Owned Contractor / Company: a natural person or an incorporated company wholly owned and controlled by persons who are citizens of Botswana.

Control: the possession and exercise of legal authority and power to manage the assets, goodwill and daily operations of a business and the active and continuous exercise of managerial and financial authority and power in determining the policies and directing the operations of the business.

Net Amount: the financial value of the Contract at the time of the award of the Contract, exclusive of sales tax which the law requires the Employer to pay to the Contractor.

Owned: Having all the customary incidents of ownership, including the right of disposition, and sharing in all the risks and profits commensurate with the degree of ownership interest or shareholding as demonstrated by an examination of the substance as well as the form of ownership arrangements

5. The company operates banking and savings accounts, the only authorised signatories are:

- | | |
|-----------------------------------|-----------------------|
| i. | |
| (Bank Name and Name of signatory) | (Omang No. /Passport) |
| ii. | |
| (Bank Name and Name of signatory) | (Omang No. /Passport) |
| ii. | |
| (Bank Name and Name of signatory) | (Omang No. /Passport) |
| iv. | |
| (Bank Name and Name of signatory) | (Omang No. /Passport) |

6. Undertakings

The Tenderer confirms that it is a 100% Citizen owned contractor/company and undertakes to remain a Citizen Contractor for the duration of the Contract. The Tenderer further undertakes not to subcontract more than 25% of the Net Amount to non-Citizen Contractors in the performance of the Contract.

7. Sanctions relating to reserved treatment

Any changes in Ownership or Control which violate the definition of a Citizen Contractor or the subcontracting of more than 25% of the Net Amount of the Contract to non-Citizen Contractors shall be sufficient reason for the Procuring Department to terminate the Contract.

- 8. All the shareholders of (Name of company) have read this declaration and agree to its contents.
 - a) All the shareholders hereby give consent verification of the information provided above and understand that this may include but not limited to the verification of assets, liabilities, accounts, bonds and undertake to notify the competent authorities of any change to the information provided in this Declaration within seven days of such occurrence.
 - b) I understand and declare that each matter here deposed to is essential for the tender validity of (Name of company)'s

NB: The Procuring Entity reserves the right to confirm the authenticity of the information provided above.

THUS SIGNED AND SWORN TO BEFORE ME COMMISSIONER OF OATHS AT _____ ON THIS _____ DAY OF _____ 20____, AT ____AM / PM, THE DEPONENT HAVING ACKNOWLEDGED THAT HE KNOWS AND UNDERSTANDS THE CONTENTS OF THIS DECLARATION AND THAT IT IS BINDING ON HIS CONSCIENCE.

COMMISSIONER OF OATHS

CAPACITY:

TENDER NO. BEC EAC 003/22-23 - INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

Indicate the status of the bidder by ticking the appropriate box hereunder. The bidder must complete the certificate set out below for the relevant category.

A COMPANY	B PARTNERSHIP	C JOINT VENTURE	D SOLE PROPRIETOR

A. Certificate for company

I, _____, chairperson of the board of directors of _____ hereby confirm that by resolution of the board taken on _____ 20_____, Mr/Ms _____, acting in the capacity of _____ was authorised to sign all documents in connection with this tender offer and any contract resulting from it on behalf of the company.

As witnesses:-

1. _____ _____
Chairman

2. _____ _____
Date

B. Certificate for partnership

We the undersigned, being the key partners in the business trading as _____
_____ hereby authorise Mr/ Ms _____ acting in
the capacity of _____ to sign all documents in
connection with the tender offer for Contract _____
and any contract resulting from it on our behalf.

NAME	ADDRESS	SIGNATURE	DATE

NOTE: This certificate is to be completed and signed by all of the partners. Attach additional pages if more space is required.

C. Certificate for Joint Venture

We, the undersigned, are submitting this tender offer in Joint Venture and hereby authorise Mr/Ms _____ an authorised signatory of the company _____, acting in the capacity of lead partner, to sign all documents in connection with the tender offer for Contract _____ and any contract resulting from it on our behalf.

This authorisation is evidenced by the attached power of attorney signed by legally authorised signatories of all the partners to the Joint Venture. Furthermore we attach to this Schedule a copy of the joint venture agreement which incorporates a statement that all partners are liable jointly and severally for the execution of the contract and that the lead partner is authorised to incur liabilities, receive instructions and payments and be responsible for the entire execution of the contract for and on behalf of any and all the partners.

NAME OF FIRM	ADDRESS	AUTHORISING SIGNATURE, NAME & CAPACITY
<i>Lead partner</i>		

D. Certificate for Sole Proprietor.

I, _____, hereby confirm that I am the sole owner of
the business trading as _____.

As witnesses:-

1. _____

Signature: Sole owner

2. _____

Date

TENDER NO. BEC EAC 003/22-23: INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

We confirm that the following communications received from the Procuring Organisation before the submission of this tender offer, amending the tender documents, have been taken into account in this tender offer:

	Date	Title or Details
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

Attach additional pages if more space is required.

Signed

Date

Name

Position

Bidder

TENDER RETURNABLE DOCUMENTS	TENDER SCHEDULES QUALITY PLAN
--	--

TENDER NO. BEC EAC 003/22-23 - INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR BEC FOR THE THREE YEARS OF 2023, 2024 AND 2025

Note to tenderers: Please provide details of your quality plan here. Alternatively, you may attach a copy of your quality plan. Please describe the management arrangements for the work in this contract. You are requested to include:

1. An organisational chart showing on-site and off-site management personnel
2. Details of the location (and functions) of offices from which the work will be managed.
3. An explanation of how you propose to allocate adequate resources for the duration of the project.

Botswana Examinations Council

TENDER RETURNABLE DOCUMENTS	TENDER SCHEDULES EXPERIENCE OF TENDERER
--------------------------------	--

TENDER NO. BEC EAC 003/22-23- INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

The following is a statement of similar works successfully executed by myself/ ourselves:

Employer, contact person and telephone number.	Description of contract	Value of work	Date completed

Signed

Date

Name

Position

Bidder

TENDER NO. BEC EAC 003/22-23 – INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

CONTRACT

PART 1: AGREEMENTS AND CONTRACT DATA

Form of Offer and Acceptance
Contract Data

PART 2: PRICING DATA

Pricing Instructions

PART 3: SCOPE OF WORK

Scope of work

TENDER NO. BEC EAC 003/22-23 - INVITATION TO TENDER FOR PROVISION SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

OFFER

The Botswana Examinations Council, P/Bag 0070, Gaborone, has solicited offers to enter a contract for the procurement of:

Provision of Secure Printing and Packaging of Examinations Question Papers for the BEC for the Three Years of 2023, 2024 and 2025.

The bidder, identified in the signature block below, has examined the documents listed in the Tender Data and addenda thereto as listed in the Tender Schedules, and by submitting this offer has accepted the conditions of tender.

By attaching the signature of a duly authorised representative to this part of this Form of Offer and Acceptance, the bidder offers to perform all of the obligations and liabilities of the Contractor (or the Consultant or the Supplier as the case may be) under the Contract including compliance with all its terms and conditions according to their true intent and meaning for an amount to be determined in accordance with the Conditions of Contract identified in the Contract Data.

This Offer, of which the bidder has signed one original, may be accepted by the Procuring Organisation by signing the form of Acceptance overleaf and returning one fully executed original of this document including the Schedule of Deviations (if any) to the bidder before the end of the period of validity stated in the Tender Data, whereupon the bidder becomes the party named as the Contractor, (or the Consultant, Professional Service Provider, or the Supplier as the case may be) in the Conditions of Contract identified in the Contract Data.

The total of the amount tendered is _____
_____ Pula, (in words); P_____ (in figures). (Not applicable for rate only contracts)

For the tenderer:

Signature(s)

Name(s)

Capacity

(Insert name and address of organisation)

Name &
signature of
witness

Date

ACCEPTANCE

By attaching the signature of a duly authorised representative to this part of this Form of Offer and Acceptance, the Procuring Organisation accepts the bidder's Offer. In consideration thereof, the Procuring Organisation shall pay the Contractor, (or the Consultant or the Supplier as the case may be) the amount due in accordance with the Conditions of Contract identified in the Contract Data. Acceptance of the bidder's Offer shall form an Agreement between the Procuring Organisation and the bidder upon the terms and conditions contained in this Agreement and in the Contract that is the subject of this Agreement.

The terms of the Contract, are contained in:

Part 1 Agreements and Contract Data, (which includes this Form of Offer and Acceptance)

Part 2 Pricing Data

Part 3 Scope of Work

and drawings and documents (or parts thereof), which may be incorporated by reference into the above listed Parts.

Deviations from and amendments to the documents listed in the Tender Data and any addenda thereto listed in the Tender Schedules as well as any changes to the terms of the Offer agreed by the bidder and the Procuring Organisation during this process of Offer and Acceptance, are contained in the Schedule of Deviations attached to and forming part of this Form of Offer and Acceptance. No amendments to or deviations from the said documents are valid unless contained in this Schedule, which must be signed by the duly authorised representative(s) for both parties.

The bidder shall within one week of receiving a fully executed original of this Agreement, including the Schedule of Deviations (if any), contact the Procuring Organisation's agent (whose details are given in the Contract Data) to arrange the delivery of any securities, bonds, guarantees, proof of insurance and any other documentation to be provided in terms of the Conditions of Contract identified in the Contract Data at, or just after the date this Agreement comes into effect. Failure to fulfil any of these obligations in accordance with those terms shall constitute a repudiation of this Agreement.

Notwithstanding anything contained herein, this Agreement comes into effect on the date when the bidder receives one fully executed original of this document, including the Schedule of Deviations (if any). Unless the bidder (now Contractor, Consultant or Supplier) within five days of the date of such receipt notifies the Procuring Organisation in writing of any reason why he cannot accept the contents of this Form of Offer and Acceptance. This Agreement shall constitute a binding contract between the Parties.

For the Botswana Examinations Council

Signature(s)

Name(s)

Capacity

(Insert name and address of organisation)

Name &
signature of
witness

Date

LOCAL PROCUREMENT REGISTRATION CERTIFICATE

TENDER NO. BEC EAC 003/22-23 - INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

Indicate the status of the tenderer by ticking the appropriate box hereunder. The tenderer must complete the certificate set out below for the relevant category.

A WOMAN	B YOUTH	C PEOPLE WITH DISABILITY	D RURAL SETTING	E EMPLOYMENT

A. B. C. Certificate for businesses owned by WOMAN/ YOUTH/ PEOPLE WITH DISABILITY

I, _____, being a duly authorised representative and acting on my capacity as _____ of _____, hereby confirm that the above

mentioned business is 100% owned by women/ youth/ people with disability.

As witnesses: -

1. _____

Authorised Signatory

2. _____

Date

D. Certificate for RURAL SETTING

I, _____, being a duly authorised representative and acting on my capacity as _____ of _____, hereby confirm that the above

mentioned business has been established and operates from a rural area.

LOCATION OF BUSINESS

WARD	VILLAGE

As witnesses: -

1. _____

Authorised Signatory

2. _____

Date _____

E. Certificate for EMPLOYMENT

I, _____, being a duly authorised representative and acting on my capacity as _____ of _____, hereby confirm that the above mentioned business has employed majority of any of the following categories- women/ youth/ people with disability.

Total no employees _____

No of Women (W) _____ **Youth (Y)** _____ **People with disability (PWD)** _____

% ratio of (W+ Y+ PWD) to Total no of employees _____ **(Cut-off point will be 60%)**

As witnesses: -

1. _____

Authorised Signatory

2. _____

Date

NB: Youth in this regard will people within the age of 18-35 years.

TENDER NO. BEC EAC 003/22-23 - INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

Bidders should provide costing for each event they wish to tender for as specified in the Technical Bid. The phases in the table below are intended as a guideline, and bidders are free to specify phases which are consistent with their Technical Bid.

SUMMARY PRICING SCHEDULE

Pricing schedule should indicate cost for the years 2023, 2024 & 2025 for PSLE, JCE & BGCSE. These should be placed inside the financial proposal.

Year	Level	Quantity	Unit Price	VAT	Total Price (VAT Inclusive)
2023	PSLE	770,000			
	JCE	1 349,925.50			
	BGCSE	850,425			
2024	PSLE	847,000			
	JCE	1 482,818.05			
	BGCSE	850,900			
2025	PSLE	931,700			
	JCE	1 628,789.86			
	BGCSE	860,000			

NB: Botswana Examinations Council will award the tender in parts or in full.

1. All costs must include VAT for VAT registered companies, withholding Tax and all applicable taxes. The tax laws of Botswana will apply and subsequently the contract.
2. All prices should be fixed where possible. Where a variable cost is included it should be estimated as the maximum to be charged.
3. Payments will be made based on actual cost incurred up to the amount stipulated in the pricing schedules.
4. The tender shall be valid for a period of **at least 120 days**.
5. Payments will be made in accordance with agreed payments schedules to be agreed at the date of signing the contract. **There shall be no advance payment of goods/services/works.**

TENDER NO. BEC EAC 003/22-23 - INVITATION TO TENDER FOR PROVISION OF SECURE PRINTING AND PACKAGING OF EXAMINATIONS QUESTION PAPERS FOR PSLE, JCE, AND BGCSE FOR THREE YEARS 2023, 2024 AND 2025

1 BEC's objectives

The purpose of this Invitation to Tender is to invite potential bidders to provide services for secure printing and packaging of examinations question papers for PSLE, JCE and BGCSE for the three years of 2022, 2023 and 2024. The winning bidder would provide such service for the years mentioned.

The job involves printing and packaging of examinations question papers for PSLE, JCE and BGCSE for BEC centres. The schedule of delivery will be agreed upon between the two parties prior to the execution of the project. Charges made should include VAT for VAT registered companies. The materials will be packaged per centre and delivered to Botswana Examinations Council on agreed timelines. The element of timing is also important since BEC's work schedules are deadline bound. Attributes such as quality, effectiveness and promptness cannot be overemphasised. Adherence to delivery schedule is paramount. Strict security precautions should be adhered to at all times to ensure that the reliability, validity and credibility of examinations are maintained.

NB: PSLE may be phased out before the end of the 3-year contract and therefore will be awarded for one year and the contract renewed yearly for 2 years should the need arise.

BGCSE is embarking on e-marking and the question paper printing requirements may change from time to time.

- The supplier should be able to personalise question papers by using identifier provided by BEC or;
- Provide Optical Mark Reader (OMR) option where candidates shade bubbles which will be read by OMR scanner. The shaded bubbles to be used to identify candidates writing the components.
- Should bidders have any other option apart from the two listed above, they should fully demonstrate in their response

NOTE: Bidders should demonstrate full understanding of one of the above requirements as they are critical for the success of e-marking

JCE may also start e-marking by 2025 and the printing requirements may also change.

GENERAL PRINTING REQUIREMENTS

EXAMINATION PAPER SIZE:	A4/A3/A2
COPY MATERIAL	: Supplied camera-ready copy or electronic softcopy : White printing 80gsm
COLOUR	: Black and White
FINISHING	: Folded, inset, saddle stitched and trimmed

PACKAGING/ENVELOPING : Packaged and bagged according to numbers of candidates per centre. (Number of candidates will be provided every year after completion of registration).

DESPATCH : Suitably packed for despatch to Botswana Examinations Council premises.

2

Schedule of Requirements

- a) Security: Bidders should describe the security features in their printing premises and outline how each printing process can contribute to the sustenance of security of the examination papers.
- b) Type-setting and Proof Reading:
- the arrangement of type-setting material
 - feedback on type-setting material
 - access to computers
 - back-up facility and storage
 - proof reading of copies supplied and provision of print proofs before printing
 - handling and communication of errors
 - responsibility for errors
- c) Production: A detailed explanation on the processes of how the question papers are going to be printed and packed
- d) Relevant Experience: Years spent printing similar examinations material
- e) Quality: How will the organisation ensure that the work done is to the specification and requirements of the user? The quality should be based on:
- type-setting
 - delivery process
 - packaging
 - material used
 - paper used
- f) Project Cost: Bidders should provide the total cost of the contract including all expenses. Sufficient breakdown of each element should be indicated.
- Printing cost per page
 - Packaging material cost
 - Security envelopes
 - Centre consignments
 - Transport
- **For Botswana Companies**, prices should be quoted in Botswana Pula (BWP) or any other convertible currency. All the quoted prices must include VAT for Botswana VAT registered companies and Withholding Tax at the prevailing rates for foreign companies i.e. should be compliant with Botswana tax laws.
 - Prices should remain fixed for the entire duration of the contract except if the change of the syllabus could drastically affect changes in page numbers.

- Payment will be made no later than **30 days** after the delivery of the goods and issuance of the invoice.

NOTE: Separate quotations should be made for PSLE, JCE and BGCSE. Combined quotes will not be accepted. Quotes should appear separate for each level and for each of the three years of 2023, 2024 and 2025. Prices should appear on the Financial Proposal only and must not appear anywhere on the Technical Proposal.

Security Requirements

6.1 Information Security Policy and Internal Organisation

Provide details of the Information Security Policy within the operation and provide details or evidence that that there has been training and awareness given to employees. Provide details on Information Security Protection Measures and on Business Continuity/Disaster Recovery Policy.

6.2 Personnel Security

Provide details or evidence for ensuring personnel security, details on how the company deals with avoiding leakage of confidential information. If there is a system of vetting employees, details to be provided.

6.3 Physical and Environmental Security

Details of any of the following security measures if they are currently employed at the premises

- CCTV – all external entrances/exits
- CCTV – some external entrances/exits
- CCTV – all internal operational areas
- CCTV – some internal operational areas
- Real-time monitoring of CCTV network
- Digital recording of all CCTV coverage
- Access control – all external entrances
- Access control – some internal entrances
- Access control – all internal operational areas
- Access control – some internal operational areas
- On-site security personnel – 24 hours
- On-site security personnel – not 24 hours
- Alarms – to all external entry points
- Alarms – internal entrance to operational areas
- Remote alarm monitoring (24/7)
- External windows – security bars, mesh, frosting
- Secure Perimeter Fencing
- Perimeter Movement Detectors
- Intruder Alarms
- Intruder Smoke Cloak
- Intruder White Noise
- Intruder Strobe Lighting
- Lockable Cages for Product Storage
- Fireproof Safe for Product

- Full details must be provided of how secure data (including but not exclusive to software, hard copy information, equipment, personnel access right, etc) is disposed of
- Details on measures to prevent against external and environmental threats (such as fire, floods, explosion, power failure, civil unrest and other forms of natural or manmade disaster).
- Security waste disposal measures

6.4 IT Security

Provide details on the following;

- security measures applied to equipment taken off-site e.g., laptops, mobile phones, blackberry, tablets etc.,
- measures taken to protect the integrity of software and information from malicious intends,
- software applications used and versions
- measures made to back up or mirror key information systems to ensure the continued integrity and availability of information ,
- procedures for the handling and storage of information to protect from unauthorised disclosure or misuse,
- policies, procedures and controls to protect the exchange of information, (to include your procedures for receipt, processing and despatch of confidential work),
- arrangements in place to protect physical media in transit against unauthorised access misuse or corruption,
- measures to adequately protect electronic messaging (e-mail), the process for the management of user access rights.

6.5 Security of work

Provide details of how work produced on site is protected and kept to ensure restricted access as well as how third party suppliers are handled.

6.6 Dispatch of secure materials

Provide details of the mode of transport to be used to transport secure examination materials to BEC.

Format and Content of Responses

Bids should be concise, to the point and address all issues raised in this bid document. The strength of the bidder, methodology, cost and personnel proposed will be key factors in the selection process. Bidders should not alter the formats given in the annexure when submitting the bid. The forms listed under Returnable Documents are to be supplied in addition to the following.

7.1 Bid

Bids must include the following items preferably in this order:

- Response Form and supporting documents
- Company Profile
- Licence Documents (where applicable)

- Tax Clearance or Exemption Certificate
- Pricing Schedule
- All returnable documents
- Any relevant information

7.1.1 Company Profile

Bidders should highlight the capability of the organisation to undertake this project and list any similar assignments which have been successfully undertaken in the past. Bidders should also provide an overview of the company structure including any subsidiary companies, holding companies and financial backers. A description of the history of the company, including growth and number of staff, should be provided. Information relating to turnover and profits should also be provided for the last three financial years, preferable in the following format:

	2016-2017	2017-2018	2018-2019
Annual turn over			
Annual net profit			

If the bid is from a consortium, joint venture, partnership or subcontracting, the information should be included for each of the companies to be involved in the project.

7.1.2 Management Summary

The Management Summary should contain summaries of

- approach and methodology,
- the proposed solution,
- technical architecture

7.1.3 Proposed Methodology and Solution

Bidders should provide a detailed description of the proposed methodology and solution. The description should address the following aspects of the proposal:

(a) Proposed Solution

- Scope, approach and methodology
- Benefits of proposed solution
- Delivery strategy and milestones
- Acceptance testing approach

(b) Project Management

- Project structure
- Project reporting
- Project plan
- Quality management approach

(c) Deliverables

Copies of Question Papers for PSLE, JCE and BGCSE as indicated in the table below.

LEVEL	2023	2024	2025
PSLE	590,000	640,000	700,000
JCE	1,330,000	1,450,000	1,600,000
BGCSE	750,000	800,000	850,000

NOTE: The 2022 indent will accompany this ITT to assist the bidder with the breakdown of papers for use as estimates.

- (f) **Bidder's Requirements**
Supplier's requirements for the commencement of work.

7.1.4 Proposed Project Team Personnel

The bidder must provide information on the personnel who will be engaged in this project. A detailed C.V. of each consultant must contain the information as stated in 8 below and also in accordance with the format given in Returnable Documents.

7.1.5 Reference Project Details

The bidder is required to provide at least three references relating to work of a similar nature and comparable in size to this project. Each reference should include the following information as a minimum:

- Project Name
- Project Value (specify currency)
- Length of project and whether contractual completion date was met
- Name, address and other relevant particulars of the client
- Name, position and contact details of the client principal contact
- Nature and scope of the assignment
- Personnel involved in the project and their roles.

7.1.6 Appendices

Documents which cannot be incorporated in the body of bid should be assembled and indexed and then included in the appendices of the bid. Bidders are free to provide any further information should they wish to do so.

Accreditations or equivalentents

Copies of accreditation/certification or outline plans of application must be provided.

Where applications for accreditation/certification are 'In progress', documentary evidence must be provided of where the company is in the process plus expected date of accreditation award.

Details of any other accreditation/certifications, processes or professional memberships that are believed would support their Supplier Security Registration must be provided by the supplier.

Key Personnel

Bidders are required to provide detailed Curriculum Vitae of each member of the proposed project team.

Bidders should provide detailed information according to the guidelines given below using the format given in Annexure 4, and not in a format of their choice. Non-compliance in this respect may have a negative impact on the evaluation of the bid.

Bidders are required to provide the following information about each member of the proposed project teams:

- 1 Name and date of birth;
- 2 Nationality and Identification Number (Omang for Botswana citizens or Passport Number for others);

- 3 Qualifications;
- 4 Formal Educational Qualifications (Type, Institution, Month and Year, Grade/Class/Division);
- 5 Professional Qualification (Type, institution, Month and Year, Grade/Class/Division);
- 6 Details of Experience in reverse chronological order (name of the organization, period of employment, detailed description of experience, post(s) held, roles played in specified projects);
- 7 Previous assignments similar to this project;
- 8 Details of other skills and competencies.

Quality plans and control

Bidders are required to outline their Quality Management and Quality Assurance methodologies and how they would be implemented in relation to the project. The following areas should be covered in this section:

How the work is going to be completed to the required standard, within the project cost and on time.

How quality management is to be ensured during the project.

How contract performance guarantees are to be monitored.

What problems may occur in conducting the work, and how such problems can best be avoided?

3 Format and Content of Responses

Bids should be concise, to the point and address all issues raised in this Invitation to Tender document. The strength of the bidder, methodology, cost and personnel proposed will be key factors in the selection process. Bidders should not alter the formats given in the annexure when submitting the bid. The forms listed under Returnable Documents are to be supplied as they form part of the evaluation.

3.1 Bid

Bids must include the following items preferably in this order:

- Response Form and supporting documents
- Company Profile
- Pricing schedule should be not included anywhere in technical proposal as it is a two envelope system.
- All returnable documents
- Any relevant information

3.1.1 Company Profile

Bidders should highlight the capability of the company to undertake this project and list any similar assignments which have been successfully undertaken in the past.

3.1.2 Appendices

Documents which cannot be incorporated in the body of the bid should be assembled and indexed and then included in the appendices of the bid. Bidders are free to provide any further information should they so wish.

4 Quality plans and control

Bidders are required to outline their Quality Management and Quality Assurance methodologies and how they would be implemented in relation to the project. The following areas should be covered in this section:

- How the work is going to be completed to the required standard, within the project cost and on time.
- How quality management is to be ensured during the project.

-----**END OF DOCUMENT**-----