AGRICULTURAL RESEARCH COUNCIL

REQUEST FOR EXPRESSION OF INTEREST

APPOINTMENT OF A SERVICE PROVIDER TO COMMERCIALISE THE ARC OATS CULTIVARS

EOI NUMBER: ARC/14/11/2026

THIS REQUEST FOR EXPRESSION OF INTEREST IS ISSUED BY THE AGRICULTURAL RESEARCH COUNCIL (ARC) TO INVITE INTERESTED SERVICE PROVIDER TO COMMERCIALISE THE ARC OATS CULTIVARS

The ARC seeks to identify interested organizations/individuals, with relevant experience and capabilities, to participate in this program. The ARC reserves the right to appoint, or not appoint, any service provider/s through this Request for Expression of Interest.

Date of issue	**12 November 2026**	
Date for briefing session	**30 November 2026 09:00 am**	
Closing date and time	**17 December 2026 at 11:00 am**	
EOI Number	**ARC/14/11/2026**	
Submissions to be emailed to:	LesegoT@arc.agric.za	
Compulsory briefing session	Briefing session will be conducted online through **Microsoft Teams meeting** (Refer to below link)	
Microsoft Teams meeting **Join:** https://teams.microsoft.com/meet/3896935730337818?p=hNx3lWvR9tyLxf8epg **Meeting ID: 389 693 573 033 781 8** **Passcode: Gr3we3zN**		
Enquiries SCM	Ms. Lesego Theebeatshipi	LesegoT@arc.agric.za
Technical Enquiries	Dr. Rorisang Patose Dr. Keoagile Modisakeng	PatoseR@arc.agric.za ModisakengK@arc.agric.za

1. BACKGROUND

The Intellectual Property Management and Commercialization Unit strive to increase the ARC's income through the exploitation of technical improvements and innovations from the ARC campuses. The ARC-SG has developed a considerable number of new and improved Oats varieties, all of which form part of the ARC Intellectual Property portfolio. Those lines require commercial exploitation for economic gain of the institution and/or social benefit.

2. PURPOSE

The Agricultural Research Council (ARC) invites Expressions of Interest (EOI) from suitably qualified and experienced service providers to partner in the commercialization of selected ARC oats varieties. The purpose of this EOI is to identify a service provider with the technical, marketing, distribution, and commercialisation capabilities required to multiply, promote, market, distribute, and maximise the adoption of the designated ARC oat varieties in South Africa under the terms of a licensing agreement with the ARC.

3. APPLICABLE PROCEDURE, POLICY, REGULATION SUPPORTING REQUEST

Procurement is made in accordance with the ARC SCM Policy and Procedures. The following internal governance structures are in place: Institutes Bid Adjudication Committee (IBACs), Corporate Tender Committee (CTC) and ARC Council (with recommendations from Finance, Investment, ICT Governance and Infrastructure Committee and Audit and Risk Committee). The Intellectual Property Rights from Publicly Financed Research and Development Act 51 of 2008 (IPR Act). The ARC Intellectual Property Management and Commercialisation Policy.

4. MOTIVATION/S FOR CONSIDERATION

The Intellectual Property Management and Commercialization Unit strive to increase the ARC's income through the exploitation of technical improvements and innovations from the ARC campuses. The ARC Oats breeding program is an ongoing program that produces new and elite Oats varieties. The current submission seeks approval for an EoI to be advertised for call for interested parties to carry out commercialization activities of ARC Oats varieties. The approval of this submission will lead to a duly constituted, open and competitive process for the identification and contracting of potential companies to assist in this regard.

5. SCOPE OF EXPRESSION OF INTEREST – EXPECTED DELIVERABLES

The service provider must have an appropriate level of knowledge and experience for mass seed multiplication and commercialization of ARC Oats varieties. The service provider's proposal should include a business overview, value chain analysis, a marketing plan, target market, sales and distribution plan as well as marketing campaigns.

6. EXPRESSION OF INTEREST SUBMISSION

6.1 Administrative Requirements

- A valid Tax PIN Number from SARS.
- Current Central Supplier Database (CSD Report).
- The respondent must complete and sign all Standard bidding documents.
- Company registration documents from CIPC.
- The service provider must complete and sign the Expression of Interest (EOI) for commercialization of ARC IP form.

6.2 Mandatory Requirements

	MANDATORY REQUIREMENT	ATTACH PROOF
1.	Accreditation and/or registration with SANSOR.	

NB: Proposals/responses that fail to comply with Mandatory requirements will not be evaluated further and will be disqualified.

6.3 Functionality Evaluation

Criteria		Weight
1.	**Bidders Track record/ Experience.**	**25**
1.1.	The Service provider/bidder must submit valid reference letters demonstrating experience in the on scope of work. Reference letters must be in the bidder`s name, on the client`s letterhead, have contact details of the client, description of service rendered and signed by the delegated official. In the event where suppliers did not produce products for specific clients, the supplier can list the products in the market and include performance records of the product. • Non-submission/ irrelevant reference letter(s): **0 points** • 1 reference letter: Poor=**1 point** • 2 reference letters: Average= **2 points** • 3 reference letters: Good=**3 points** • 4 reference letters: Very Good=**4 points** • 5 or more reference letters: Excellent=**5 points**	
2.	**Accreditation with SANSOR**	**10**
	• 0 seed inspector and sampler: Poor= **0 points** • 1 seed inspector and sampler: Average = **1 point** • 2 seed inspectors and samplers: Good = **2 points** • 3 seed inspectors and samplers: Very good = **3 points** • 4 seed inspectors and samplers: Excellent **= 4 points** • 5 seed inspectors and samplers: Excellent **= 5 points**	
3.	**Seed multiplication capacity**	**5**
	Number of sites available for mass seed multiplication and provide GPS coordinates of the facility to be utilized. • 1 multiplication site: Poor = **0 point** • 2 multiplication sites: Average = **1 point** • 3 multiplication sites: Good = **2 points** • 4 multiplication sites: Very good = **3 points** • 5 multiplication sites: Excellent = **4 points** • 6 multiplication sites: Excellent = **5 points**	
4.	**Seed processing and storage capacity**	**5**
	Capacity for effective mass seed processing and storage. • 0 tons processed and stored annually: Poor **= 0 points** • 100 tons processed and stored annually: Average **= 1 point** • 200 tons processed and stored annually: Good **= 2 points** • 300 tons processed and stored annually: Very good **= 3 points** • 400 tons processed and stored annually: Excellent **= 4 points** • 500 tons processed and stored annually: Excellent **= 5 points**	

5.	**Project Leader / Manager Qualifications**	**5**
•	No qualification =0 points • Less than National Diploma Poor = **1 point** • National Diploma (NQF level 6) Average =**2 points** • Bachelor's Degree/Advanced Diploma (NQF level 7) Good=**3 points** • Honors Degree/Post graduate Degree (NQF level 8) Very good = **4 points** • Post graduate Degree (NQF level 9 and above): Excellent = **5 points**	
6.	**Financial Stability**	**5**
•	Non-submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008 = **0 points** • Submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the current year = **1 point** • Submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the past one (1) consecutive and concurrent year = **2 points** • Submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the past two (2) consecutive and concurrent years = **3 points** • Submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the past three (3) consecutive and concurrent years = **4 points** • Submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the past four (4) consecutive and concurrent years = **5 points**	
7.	**Experience of seed sales based on the financial statements**	**20**
Proof of seed sales in the last three (3) consecutive years - Proof of sales revenue based on the financial statement: • No proof of sales revenue = **0 points** • Sales revenue below R5mil per year: Poor = 1 point • Sales revenue of R5mil – R6mil per year: Average = 2 points • Sales revenue of R6mil – R8mil per year: Good = 3 points • Sales revenue of R8 mil - 10mil per year: Very good = 4 points • Sales revenue of over R10mil per year or above: Excellent = 5 points		
8.	**Presence in the market (in the area of the selected Oats cultivars)**	**20**
Proof of participation in main seed marketing events • No proof of participation in farmers' days or other events of equal magnitude per year = **0 points** • Participation in one (1) to two (2) farmers' days or other events of equal magnitude per year: Poor= **1 point** • Participation in three (3) to four (4) farmers' days or other events of equal magnitude per year**:** Average = **2 points** • Participation in between three five (5) to five six (6) farmers' days or other events of equal magnitude per year Good = **3 points** • Participation in seven (7) to eight (8) farmers' days or other events of equal magnitude per year Very Good = **4 points** • Participation in nine (9) or more farmers' days or other events of equal magnitude per year Excellent = **5 points**		

9. Proof of seed distribution channels	5
Reference letters from clients as proof of existing seed distribution channels and product off-takes • No reference letters = **0 points** • One contactable reference: Poor = **1 point** • Two (2) contactable references: Average = **2 points** • Three (3) contactable references: Good = **3 points** • Four (4) contactable references: Very good = **4 points** • Five (5) and above contactable references: Excellent = **5 points**	
TOTAL	**100**

7. CONFIDENTIALITY

The appointed service provider will be required to sign a confidentiality agreement and ensure all information obtained during the assessment remains confidential.

8. VETTING CRITERIA

A complete vetting process will be followed. The proposed supplier will be vetted according to the following criteria:

Submission of administrative and mandatory requirements listed above, and general Information of the supplier as requested below.

9. GENERAL INFORMATION

- Companies must be prepared to enter a valid 'commercialization agreement' and/or 'Licensing Agreement' with the ARC.
- Submit a preliminary business plan on how the company will assist the ARC with the commercialization of the ARC research products.
- The ARC must have full access to products during all stages of multiplication, evaluation and commercialization.
- The interested company must have a proven track record of scope of work related to this project.
- For international commercialization, the company must provide a proven record and footprint of international activities.
- The Company must indicate how ARC products in their possession will be protected.
- Should the Company contravene any of the stipulations, the ARC has the right to terminate the partnership.

10. SCOPE OF EXPRESSION OF INTEREST

The service provider must have an appropriate level of knowledge and experience for mass seed multiplication and commercialization of ARC Oats varieties.

The service provider's proposal should include a business overview, value chain analysis, a marketing plan, target market, sales and distribution plan as well as marketing campaigns.

11. COSTS OF SUBMISSION

Parties submitting an EOI assume all risks for resource commitment and expenses, direct or indirect, of proposal preparation and participation throughout the EOI process. The ARC is not responsible directly or indirectly for any costs incurred by the parties.

12. SITE VISITS

The ARC may decide/request visiting the shortlisted companies to further conduct suitability assessments. Arrangements for the visits will be coordinated well in advance.

13. PROCESS FOR SHORTLISTED APPLICANT/S

- The shortlisted applicants will proceed to the verification phase where further assessments will be completed.
- The successful applicant will be subject to the parties agreeing to mutually acceptable terms and conditions. In the event of the parties failing to reach such agreement within a mutually agreed date after the provisional appointment date, the ARC reserves the right to appoint or not appoint.

14. DISCLAIMERS

The request for EOI by the ARC is advertised in good faith. However, the ARC, its agents, employees and collaborators/partners do not warrant its accuracy or completeness. To the extent that the law permits, the ARC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) from any incorrect or misleading information contained in this request due to any misinterpretation. This request is not an offer document; answers must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of its information, organizations shall be deemed to have satisfied themselves with and to have accepted all Terms and Conditions of this request. The ARC makes no representation, warranty, assurance, guarantee or endorsements to any party concerning the request, whether regarding its

accuracy, completeness or otherwise and the ARC shall have no liability towards any party in connection therewith.

BIDDER'S DISCLOSURE

1. PURPOSE OF THE FORM

1.1 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, 1996 (Constitution), and further expressed in the various applicable legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

1.2 If a person is 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. DECLARATION ON EMPLOYMENT BY ORGAN OF STATE

2.1 Is the bidder, or any of the directors / trustees / shareholders / members / partners of the bidder employed by an organ of state, as defined in section 239 of the Constitution? **YES/NO**

2.2 If YES, furnish particulars of the names, individual identity numbers, in the table below:

Full Name	Identity Number	Name of organ of state

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

2.3.1 If so, furnish particulars:

.....

.....

.....

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

2.4.1 If so, indicate all companies registered in the CSD in the table below:

Supplier registration number (MAAA)	**Status (active/inactive/deleted)**

Failure to disclose all CSD-registered active companies linked to all Directors will lead to disqualification**.**

3. GENERAL DECLARATION

I, ……....., the undersigned, 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 to be false.

3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor.

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.

3.5 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.

3.6 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.

3.7 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, 1998 (Act No.

89 of 1998) and or may be referred to law enforcement agencies for criminal investigation and or may be restricted from conducting business with the state for a period not exceeding 10 years in terms of the Prevention and Combating of Corrupt Activities Act, 2004 (Act No. 12 of 2004) or any other applicable legislation.

I CERTIFY THAT THE ABOVE IS CORRECT.

I ACCEPT THAT THE PROCURING INSTITUTION MAY REJECT THE BID OR TAKE

APPROPRIATE ACTION AGAINST ME IF THIS DECLARATION IS FALSE.

……	……
Signature	Date
……	……...
Designation	Name of bidder

AGRICULTURAL RESEARCH COUNCIL

EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.

1. APPLICANT DETAILS				
NAME OF APPLICANT *(on duly authorized on behalf of the company)*	Click or tap here to enter text.			
IDENTIFICATION NUMBER	Click or tap here to enter text.			
LOCATION	**City**	Click or tap here to enter text.	**Province**	Choose an item.
	Country	Click or tap here to enter text.		
CONTACT DETAILS	**Tel**	Click or tap here to enter text.	**Fax**	Click or tap here to enter text.
	Email	Click or tap here to enter text.		

Respondent's Signature **Date**

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2. COMPANY DETAILS	
COMPANY NAME (full name as per company registration certificate)	Click or tap here to enter text.
COMPANY ADDRESS	Click or tap here to enter text.
EMAIL ADDRESS (FOR CORRESPONDENCES)	Click or tap here to enter text.
COMPANY REGISTRATION NUMBER	Click or tap here to enter text.
TELEPHONE NUMBER (land line)	Click or tap here to enter text.
MOBILE PHONE NUMBER	Click or tap here to enter text.
BEE STATUS (where applicable)	Click or tap here to enter text.

Respondent's Signature **Date**

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3. DESCRIPTION OF THE CORE BUSINESS
3.1 Describe the Company's portfolio
Click or tap here to enter text.
3.2 Provide the Corporate Structure diagram indicating country of registration and percentage shareholding and experiences
Click or tap here to enter text.
3.3 Implementation programme of the company
Click or tap here to enter text.

Respondent's Signature **Date**

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3.4 Description of physical facilities for handling service to be provided to the ARC
Click or tap here to enter text.
3.5 How does selected services fit into this portfolio?
Click or tap here to enter text.

Respondent's Signature **Date**

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4. FINANCIAL

4.1 Provide Financial Projected (revenues) forecasts on the next 5 years

SCENARIO	Planting per year (ha)	Total royalty income over 6 years
Low		
Medium		
High		

4.2 Projected revenues local and international markets to be pursed

Click or tap here to enter text.

Respondent's Signature **Date**

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5. COMMERCIALISATION

5.1 Provide a list of targeted countries of operations for each IP

NO.	COUNTRIES
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	

5.2 Provide ARC product distribution quantity

Click or tap here to enter text.

5.3 Briefly describe the marketing strategy

Click or tap here to enter text.

Respondent's Signature **Date**

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6. LEGAL

6.1 Agreements or letters with distributors and /or dealers and /or sales representatives

NO	AGREEMENTS/LETTERS	DISTRIBUTOR/DEALERS/SALE REPRESENTIVES
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

6.2 Plan to protect IP locally and internationally

Click or tap here to enter text.

6.3 Scrutiny of any agreements to which the company is a party and which may prejudice the ARC or the commercialisation of the IP

Click or tap here to enter text.

Respondent's Signature **Date**

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6.4 Schedule of all pending litigation

Click or tap here to enter text.

6.5 Description of the threatened litigation

Click or tap here to enter text.

6.6 Provide a list of sub-contractors

Click or tap here to enter text.

6.7 SWOT analysis

STRENGTHS	WEAKNESSES
•	•
OPPORTUNITIES	**THREATS**
•	•

6.8 Selection of growers and arrangements regarding black farmers and entities having BBBEE (Broad-Based Black Economic Empowerment)

Click or tap here to enter text.

Respondent's Signature **Date**

EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

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6.9 Plan to protect South African growers in international markets, where a new plant variety is being commercialised where applicable
Click or tap here to enter text.
6.10 Details of agents in different productions areas
Click or tap here to enter text.
6.11 Amount of royalty rates per technology
Click or tap here to enter text.
6.12 Royalty model to be applied
Click or tap here to enter text.

Respondent's Signature **Date**

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Annexure 1

PROJECTED ROYALTY INCOME FORECASTS		LOW SCENARIO											
		New											
		Existing											
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	
TOTAL :													

Respondent's Signature **Date**

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PROJECTED ROYALTY INCOME FORECASTS		MEDIUM SCENARIO										
		New										
		Existing										
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX	
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties
TOTAL :												

Respondent's Signature **Date**

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PROJECTED ROYALTY INCOME FORECASTS		HIGH SCENARIO											
		New											
		Existing											
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	
TOTAL :													

Respondent's Signature **Date**

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7. DECLARATION

I declare that:

7.1 I am duly authorised by the organisation or Consortium, to complete this expression of interest and to sign and submit and in doing so the organisation or Consortium, as applicable, is bound by this declaration.

7.2 The organisation or Consortium has familiarised itself with the Intellectual Property Rights from Publicly Financed Research and Development Act, 2008 (Act 51 of 2008) and understands the implication of this Act on intellectual property transactions derived from public funds.

7.3 Should there be further information required by ARC in respect of this EOI, and that my failure to provide requested information timeously may lead to a delay and rejection of this EOI.

7.4 I am aware that this EOI is not a contract and the contract will be negotiated and the EOI will form part of the contract.

7.5 I will conclude a contract with the ARC within a month of receiving feedback letter requesting me to do so.

Full Name: .....

RSA ID No: .....

Date: .....

Signature: .....