

REQUEST FOR INFORMATION

RFI NUMBER: RFI-11-2026-2027

RFI DESCRIPTION: ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMMES

Targeted at Public and Private Higher Education Institutions

This RFI calls for suitably qualified suppliers to provide information to Competition Commission of South Africa (CCSA) regarding a provision of **paper-based for enterprise and supplier development programmes: targeted at public and private higher education institutions.**

Issue date: 10 September 2026

Closing Date: 16 September 2026 @ 11:00AM

For enquiries contact CCSA Supply Chain Management E-mail: tenders@compcom.co.za

This RFI is an invitation for person (s) to submit information(s) for the provision of the services as set out in the Specification contained herein. Accordingly, this RFI must not be construed, interpreted, or relied upon, whether expressly or implicitly, as an offer capable of acceptance by any person(s), or as creating any form of contractual, promissory or other rights. No binding contract or other understanding of the supply of services will exist between CCSA.

REQUEST FOR INFORMATION (RFI)

RFI NUMBER	: RFI-11-2026-2027
RFI TITLE	: ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMMES: TARGETED AT PUBLIC AND PRIVATE HIGHER EDUCATION INSTITUTIONS

RFI PROCESS	EXPECTED DATES
RFI Advertisement Date	10 September 2026
RFI Available from	10 September 2026
Compulsory Briefing Session Date & Time	N/A
Venue for Briefing Session	N/A
RFI Closing Date and Time	16 September 2026 at 11:00AM
Delivery Venue: Electronics Submission	tenders@compcom.co.za
Contact details	tenders@compcom.co.za

CCSA retains the right to change the timeframe whenever necessary and for whatever reason it deems fit.

Respondents interested in participating must register their interest by providing company name, contact person, telephone, cell number and email address to CCSA, please indicate RFI number on the subject line. This will ensure that any addenda and clarification to this RFI are communicated to all participants.



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1. MANDATORY DOCUMENTS

1.1 Proof of registration on CSD report (Central Supplier Database)

2. DEFINITIONS

TERM	MEANING
Commission / CCSA	Competition Commission of South Africa.
RFI	This Request for Information and any addenda.
Respondent	A public or private higher education institution or education-led consortium responding to this RFI.
ED	Enterprise Development support for qualifying enterprises that are not current suppliers to the Commission when selected.
SD	Supplier Development support for qualifying existing or strategically linked suppliers.
ESD	Enterprise and Supplier Development collectively.
Beneficiary	An eligible enterprise selected separately by the Commission to participate in an ED or SD programme.
Programme	A structured 3-to-6-month intervention including diagnostics, learning, coaching, monitoring and close-out.
Cost per beneficiary	Total all-inclusive programme cost divided by the stated number of enrolled or completed beneficiaries.

3. CONFIDENTIALITY

All information related to this request for information both during and after completion is to be treated with strict confidence. Should the need however arise to divulge any information gleaned from the service which is either directly or indirectly related to the CCSA, written approval to divulge such information will have to be obtained from CCSA.

The Respondents must ensure that confidential information is: maintained confidential; not disclosed to or used by any unauthorised person; so as to prevent any disclosure or unauthorised use with at least the standard of care that Respondents maintain to protect their own confidential information; only used for the purpose of considering and responding to this RFI; and not reproduced in any form except as required for the purpose of considering and responding to this RFI. Respondents must ensure that: access to confidential information is only given to those of its partners, officers, employees and advisers who require access for the purpose of considering and responding to this RFI; and those partners, officers, employee and advisers are informed of the confidential information section and keep that information confidential. This bid remains at all times the property of the Competition Commission of South Africa (CCSA). No rights other than as provided in this bid and in respect of the confidential information are granted or conveyed to bidder/s

Name of Respondent: _____

Physical Address: _____

Respondent's contact person: Name: _____

Telephone: _____

Mobile: _____

Fax.: _____

E-mail address: _____



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4. The manner of submission of the RFI

- 4.1** Respondent shall submit RFI response in accordance with the prescribed manner.
- 4.2** Respondent shall submit one ***emailed submission*** including relevant supporting documents.
- 4.3** The original copy must be signed by an authorised employee, agent or representative of the respondent.
- 4.4** The subject line on the email submission must be clearly marked with the responding organisation's name and RFI number and description of RFI.
- 4.5** Respondent must clearly outline costing implications of the solution required, as well as any economic factors (i.e. exchange rate implication) that may pose a risk impact against said costing.

1. BACKGROUND

- 1.1. The Competition Commission (Commission) is a statutory body constituted in terms of the Competition Act, No. 89 of 1998 (the Act). It is one of three, independent competition regulatory authorities established in terms of the Act, with the other two being the Competition Tribunal and the Competition Appeal Court. The Commission is empowered by the Competition Act to investigate, control and evaluate restrictive business practices, abuse of dominant positions, mergers, undertake market inquiries and advocacy in order to achieve equity and efficiency in the South African economy.
- 1.2. The Commission is developing a structured Enterprise and Supplier Development programme to support sustainable enterprise participation through education, capability building, mentorship, market readiness and reliable evidence management. The proposed model distinguishes ED beneficiaries that are not current suppliers from SD beneficiaries that are existing or strategically linked suppliers.
- 1.3. The Commission wishes to understand market capability, available programmes, delivery models, costs and outcomes before deciding on an implementation and sourcing approach.

2. PURPOSE AND OBJECTIVES

- 2.1. The Commission invites market information from public and private higher education institutions, business schools, universities of technology, TVET colleges, public training institutions and suitable education-led partnerships. The RFI seeks to:
 - 2.1.1. Identify credible ED and SD programmes lasting between 3 and 6 months.
 - 2.1.2. Benchmark programme design, cohort size, geographic reach, accreditation and certification options.
 - 2.1.3. Obtain total cohort costs and comparable estimated costs per ED and SD beneficiary.
 - 2.1.4. Assess delivery, beneficiary diagnostics, coaching, practical application and post-programme support.
 - 2.1.5. Understand monitoring, performance management, corrective action and impact measurement.
 - 2.1.6. Obtain proposed monthly management and quarterly EXCO reporting arrangements.
 - 2.1.7. Explore co-funding, sponsorship, in-kind support and partnership models that improve value for money.



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3. TARGET RESPONDENTS

- 3.1 Universities, universities of technology and recognised business schools.
- 3.2 Public and private higher education institutions and TVET colleges with enterprise-development capability.
- 3.3 Public-sector academies or training institutions able to deliver business, governance, procurement or supplier-development programmes.
- 3.4 Education-led consortia involving incubators, accelerators, professional bodies, DFIs, technology partners or sector specialists.
- 3.5 A consortium response must identify the lead institution, partner roles, governance arrangements, accountability, intellectual-property treatment and allocation of work.

4. INDICATIVE PROGRAMME SCOPE

- 4.1. Respondents may propose separate ED and SD programmes, an integrated ESD programme, or modular offerings. Each proposal must state the recommended duration within the 3 to 6 month range.

PROGRAMME AREA	INDICATIVE FOCUS	PRACTICAL BENEFICIARY OUTPUTS
Business formalisation and governance	Registration, tax, CSD, policies, ethics, governance and records.	Compliance action plan, governance pack and controlled business records.
Tender and procurement readiness	Bid interpretation, costing, responsiveness, functionality and ethical bidding.	Bid-readiness assessment, sample bid pack, costing model and bid/no-bid tool.
Financial capability	Bookkeeping, cash flow, pricing, invoicing, working capital and funding readiness.	Cash-flow forecast, pricing model, financial controls and funding pack.
Digital enablement	Productivity tools, secure records, digital presence, e-commerce and cyber awareness.	Digital assessment, adoption plan, security checklist and usage evidence.
Operational excellence	Process, quality, risk, continuity, service standards and resource planning.	Process map, operational KPIs, quality plan and risk register.
Market access and growth	Value proposition, customer diversification, sales pipeline and lawful opportunity readiness.	Capability statement, opportunity map, growth plan and lead tracker.
Supplier performance	For SD: delivery, SLA/KPI performance, contract administration and resilience.	Supplier diagnostic, development plan, performance dashboard and corrective actions.
Leadership and people	Strategy, governance, leadership, negotiation and team capability.	Strategy-on-a-page, leadership development plan and accountability structure.



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Sector-specific capability	Technical learning aligned to priority sectors or spend categories.	Technical pathway, certification plan and sector market-access plan.
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5. MINIMUM PROGRAMME DESIGN REQUIREMENTS

- 5.1 Eligibility screening and a documented baseline diagnostic for each beneficiary.
- 5.2 Separate ED and SD cohort objectives and intended outcomes.
- 5.3 An individual development plan with measurable milestones for each beneficiary.
- 5.4 A structured curriculum combining theory, practical application and enterprise outputs.
- 5.5 Individual coaching, mentoring or advisory clinics.
- 5.6 Entry, formative and exit assessment of learning and capability.
- 5.7 Attendance, participation, completion and at-risk beneficiary controls.
- 5.8 Quality assurance, facilitator standards and moderation where applicable.
- 5.9 Secure, audit-ready evidence files and clear record-retention arrangements.
- 5.10 Post-programme tracking and a sustainability measurement proposal.

6. DELIVERY MODEL

COMPONENT	REQUIRED RESPONSE
Mobilisation	Governance, work plan, beneficiary onboarding, communication, consent and readiness.
Diagnostics	Tools, scoring, validation and translation into cohort and individual plans.
Learning delivery	Hours, frequency, class size, modality, locations, platform, accessibility and facilitator profile.
Applied learning	Assignments, simulations, clinics, workplace projects and practical outputs.
Coaching and mentoring	Ratio, frequency, matching, session records, quality review and escalation.
Market and funding linkages	Networks, incubators, DFIs and opportunities without guaranteeing contracts or finance.
Performance intervention	Early-warning triggers, recovery plans, non-participation and exit rules.
Close-out	Exit assessment, certification, evidence handover, beneficiary feedback and lessons learned.
Aftercare	Separately costed post-programme coaching, alumni support and outcome tracking.

8. MONITORING, EVALUATION AND PERFORMANCE MANAGEMENT

8.1 Respondents must propose indicators with definitions, baselines, targets, frequency, data source, responsibility and evidence. At minimum, the framework must address:

DIMENSION	MINIMUM MEASURES	EVIDENCE
Participation	Enrolment, attendance, engagement, coaching uptake, submissions and completion.	Registers, platform logs, session and assignment records.
Learning	Pre/post assessments, module completion and certification.	Assessment, moderation and certification records.
Capability	Diagnostic improvement and individual-plan milestones.	Baseline/exit diagnostic and milestone tracker.
Business systems	Adoption of governance, financial, operational, digital and compliance tools.	Approved outputs, usage evidence and beneficiary acknowledgement.
Financial resilience	Pricing, cash flow, records and funding readiness.	Tools, records and applications/referrals.
Market access	Opportunities pursued, proposals, customer diversification and partnerships.	Pipeline, opportunity map, referral and progress records.
Growth and employment	Revenue trajectory and jobs supported/created where available and consented.	Beneficiary declarations and supporting records.
Supplier performance	For SD: delivery, quality, SLA/KPI performance and resilience.	Supplier scorecard and development plan.
Value for money	Cost per enrolled/completed beneficiary, cost per outcome and budget variance.	Financial report and outcome register.

PERFORMANCE MANAGEMENT: The provider must actively manage delivery through leading indicators, early warnings, corrective actions, milestone recovery and documented decisions on beneficiary suspension, replacement or exit.



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9. GOVERNANCE AND REPORTING

REPORT / FORUM	FREQUENCY	MINIMUM CONTENT	AUDIENCE
Inception report	Once	Work plan, governance, cohort, diagnostics, risk, data, curriculum, report calendar and evidence index.	SCM / Steering Committee
Operational progress report	Monthly	Delivery, attendance, milestones, coaching, issues, actions, budget, evidence status and next plan.	Programme Manager / SCM
Management dashboard	Monthly	RAG status, KPI trend, beneficiary status, financials, risks, decisions and action log.	CFO / Management
EXCO report	Quarterly	Outcomes, cost per beneficiary, value for money, risks, assurance, inclusion, case studies, forecast and decisions.	EXCO
Exception report	As required	Critical non-performance, ethical concern, data incident, material delay, cost risk or evidence gap.	SCM / CFO
Final close-out report	At completion	Achievement against baseline, outcomes, completion, costs, evidence, lessons and sustainability.	Management / EXCO
Post-programme report	Proposed by respondent	Sustained business, market, funding and supplier outcomes.	SCM / Management

10. INFORMATION REQUIRED FROM RESPONDENTS

SECTION	REQUIRED INFORMATION
A. Executive summary	Solution, differentiators, duration, cohort size, footprint and estimated ED/SD unit cost.
B. Institutional profile	Legal standing, recognition/registration, governance, campuses, relevant unit and contact details.
C. Experience	Comparable ESD, entrepreneurship, incubation or supplier programmes completed in the last five years and references.
D. Programme proposal	Curriculum, outcomes, entry requirements, duration, accreditation, cohort and customisation.
E. Delivery methodology	Mobilisation, diagnostics, learning, coaching, accessibility, quality and aftercare.
F. Performance framework	KPIs, data, beneficiary/provider performance, corrective action and impact evaluation.



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G. Governance and reporting	Roles, forums, escalation, management/EXCO reports and evidence assurance.
H. Implementation plan	3-, 4-, 5- and/or 6-month options, milestones, dependencies and Commission inputs.
I. Pricing	Annexure B, total and unit costs, VAT, assumptions, optional items and sensitivities.
J. Team	Programme manager, facilitators, coaches, experts, M&E and quality personnel.
K. Partnerships	Partners, roles, networks, co-funding and commitment status.
L. Risk and data	Risk, POPIA, security, consent, continuity, IP, retention and evidence.
M. Market recommendation	Recommended contracting model, lots, cohort, lead time, evaluation and payment milestones.

11. PRICING REQUIREMENTS

11.1. Pricing is for market analysis only. Provide South African Rand amounts and state whether VAT is included or excluded. Disclose all assumptions, exclusions, fixed, variable, pass-through and optional costs.

COST ELEMENT	REQUIRED DISCLOSURE
Programme design	Customisation, curriculum, diagnostics and mobilisation.
Cohort delivery	Facilitation, academic oversight, materials, platform, venues, travel and administration.
Beneficiary support	Diagnostic, development plan, coaching, advisory and beneficiary-specific tools.
Monitoring and reporting	Data, dashboard, monthly management, quarterly EXCO and final impact reporting.
Assessment and certification	Assessment, moderation, credits and certificates.
Optional aftercare	3-, 6- and 12-month tracking or support, separately costed.
Value added	Discounts, sponsorship, in-kind support, facilities, tools or funded places.
Unit cost	Cost per enrolled and completed ED beneficiary and SD beneficiary.
Sensitivity	At least three cohort sizes and 3-, 4-, 5- and 6-month duration options, where feasible.
Validity and escalation	Price validity, escalation, exchange exposure and cancellation conditions.



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12. CONFIDENTIALITY, POPIA AND INTELLECTUAL PROPERTY

- 12.1. Respondents must protect non-public Commission information and describe arrangements for beneficiary consent, collection, access, storage, transfer, retention and destruction of personal information.
- 12.2. Respondents must identify pre-existing intellectual property, licensed content and proprietary tools, and propose appropriate rights for the Commission and beneficiaries in materials, dashboards, reports and beneficiary outputs.

13. ANNEXURE B: PRICING SCHEDULE

COST ITEM	UNIT / BASIS	QTY	UNIT COST EXCL. VAT	TOTAL EXCL. VAT	VAT	TOTAL INCL. VAT
Programme design and customisation						
Diagnostics and development plans						
Learning delivery						
Coaching and mentoring						
Applied learning and clinics						
Digital platform and materials						
Assessment and certification						
Venue, travel and catering						
Beneficiary tools						
Monitoring and evaluation						
Monthly management reporting						
Quarterly EXCO reporting						
Final impact report						
Optional aftercare						
Other pass-through costs						
Less discount / sponsorship						
TOTAL COHORT COST						

13.1 B1. Cost-per-beneficiary sensitivity

DURATION	COHORT	TOTAL INCL. VAT	ED UNIT COST	SD UNIT COST	COMPLETION ASSUMPTION	COST PER COMPLETER
3 months	10					
3 months	15					
3 months	25					
4 months	10					
4 months	15					
4 months	25					
5 months	10					
5 months	15					
5 months	25					
6 months	10					
6 months	15					
6 months	25					

14. GENERAL INFORMATION

Enquiries in respect of this RFI should be addressed to:

SUPPLY CHAIN MANAGMENET

E-mail: tenders@compcom.co.za

All queries MUST be e-mailed

END OF THE REQUEST FOR INFORMATION DOCUMENT