



PURPOSE

The purpose of this report is to invite service providers to express their interest in being enlisted on the South African Council for the Property Valuers Profession (SACPVP) database of professional service providers for the provision of professional services for its Public Relations Marketing and Communication Committee. The intention is to enhance revenue generation for Council.

STRATEGIC THRUST

- Transparency
- Increased economic development and growth
- Promotion of corporate identity
- Revenue generation

EXECUTIVE SUMMARY

PRMC, as the face of SACPVP, is the custodian of SACPVP on matters of corporate identity, marketing of SACPVP activities, communication and all matters of public interest affecting SACPVP. Social media has taken a centre stage in communication with companies, within professional bodies and professions. The relationship between SACPVP and its stakeholders needs a very serious attention. The valuers profession has not yet reached its potential in terms of public acceptance and regulation of the profession. All this require that professional services gurus be on board to assist.

SACPVP resolved that the Chairperson of the Public Relations, Marketing and Communication (PRMC) put measures that would ensure that SACPVP is self-sustaining with less or no reliance on grants. Specifically, service providers should be enlisted to help achieve this purpose. Amongst others, service providers are required to focus on the following areas—

- (i) work on corporate identity;
- (ii) enhance the functionality of the website to meet the standards of other progressive professional bodies;
- (iii) upscale the relationship between SACPVP and its partners;
- (iv) arrange events for registered persons to obtain continuous professional development (CPD) points;
- (v) generate revenue for SACPVP and thus making SACPVP self- sustaining;
- (vi) improve valuation as a career of choice by forging and promoting relations with relevant stakeholders including institutions of higher learning and schools;
- (vii) conduct fundraising events for SACPVP;
- (viii) negotiate (loyalty) programmes for valuers with various service providers including merchants around the country, e.g. negotiating better packages for (holiday) flights, investment policies, professional development, professional indemnity and bank accounts, etc.;
- (ix) develop a Youth Desk that will benefit youth and student valuers to be trained in the field of valuation; and
- (x) facilitate Memoranda of Understanding (MoUs) with municipalities so that each municipality will contribute to the training of Valuers through internships and mentorships.



IMPLEMENTATION METHODOLOGY

A maximum of five (5) service providers shall be appointed. Where less than five (5) service providers become compliant, a lesser number will be appointed.

To ensure a fair allocation of work, projects will be allocated by giving preference to the highest points scoring bidder, subject to availability, performance, capacity and fair rotation. Where possible, more than one service provider may be allocated a project, where splitting is feasible.

As various revenue projects may be involved, the work may be allocated to more than one service provider at the same time.

METHOD OF EVALUATION

Bidders will be evaluated in terms of functionality and all bidders who qualify will then proceed to be evaluated on Price and BEE. The top five bidders who are compliant will be appointed for the maximum period of 3 financial years.

During Stage 1, all proposals will be scored by reference to the Functionality Matrix appearing on Annexure A.

Stage 2: As bidders will be remunerated on the percentage of the outcome of their work, this stage will be done by means of Price and BEE. Price will be in the form of a fee that the service provider will keep. For instance, where a service provider priced a fee of 10% and they are appointed at that fee, that fee will be firm until completion of the work.

LEGISLATIVE IMPLICATIONS

Section 217 of the Constitution of the Republic of South Africa prescribes that any procurement of goods and services in an organ of state should be done in a manner that is fair, transparent and competitive. SACPVP is an organ of state and is therefore not excluded from this provision.

LEGAL IMPLICATIONS

Issuing of work to individual service provider will be done on an “As and When” basis. This means that there will be no commitment from SACPVP that work will be available to service providers. This indemnity will be expressly mentioned in the bid document and the appointment letters.

A Service Level Agreements (SLA) is to be entered into with a service provider for each works order issued. For that matter, there will not be a generic or “precast” SLA but each SLA will have to be customized based on the nature of the works order to be given to a service provider.

However, the Registrar as the Accounting Officer shall task someone to draft a skeleton SLA with all basic terms of conditions that will ensure that the interests of Council will always be protected. Amendments will then be effected depending on the nature of work issued at that time.

Database of service providers



COMMUNICATION IMPLICATIONS

An Expression of Interest (Eoi) will be advertised in a national newspaper.

ANNEXURES

Annexure A – Functionality Evaluation Criteria

CONCLUSION

In conclusion, there is a need for SACPVP to embark on a rigorous revenue generating programme that would ensure self-sustainability, corporate identity and the best relations with the property industry, the valuers profession as well as its international partners.

This document must be read as forming part of the other bid documents including the SLA.

Written Expression of Interest (Eoi) should be addressed to: Attention: Mr. Matsobane Seota
Postal: The Registrar, SA Council for the Property Valuers Profession, P.O. Box 114, Menlyn, 0063.

Physical Address: 77 Kariba Street, Lynnwood Glen, 0081. (Tel) 012 348 8643

Closing date: **17 April 2019 at 16:00.**