BID NUMBER: RFP/06/01/2026

THE PROVISION OF PROFESSIONAL SERVICE PROVIDERS TO ASSIST IN CAPITAL RAISING AND PROVIDE POST FUNDING SUPPORT SERVICES

GPF QUESTION AND ANSWER RESPONSE

QUESTION	ANSWER
Pricing: Is the capital-raising fee purely success-based, or is there a retainer component?	No retainer – success-based payment model approach
Pricing: Please clarify the basis for the pricing schedule in Annexure 1, will fees modelled on an annual or milestone-driven payment structure?	Success-based fee structure model therefore fees modelled in year 1 and year 3 as an assumption. No milestone or annual payment structure.
Pricing: Can you confirm the calculation basis for the Annexure 1 three-year total, which currently appears to double the single-tranche percentage?	The assumption is that 2 deals are successfully completed over the three-year period resulting in the total as per year 3.
Pricing: The fee is structured by contract year rather than by capital-raising milestone. Is our understanding correct and why is it structured in this manner?	Pricing is based on a success-based model and not milestone basis.
Pricing: May bidders propose alternative fee structures within the provided sliding scale framework?	No
Pricing: How does the National Treasury Instruction (hourly rates) interact with the percentage-based success fee? Is this to account for a retainer component or any additional work beyond the scope.	The pricing is based on a success base module and not a milestone basis. The DBSA hourly rate is a guiding principle for consultants and has nothing to do with this tender.
Structure: Does GPF intend to appoint a single provider or a panel? If the latter, how will mandates be allocated?	Single provider

Timeline: What is the indicative timeline for bid adjudication, award, and contract commencement?	Process is envisaged to have been completed within three months.
We are interested in responding to this RFP but were unable to attend the compulsory briefing session. Please advise if we are still able to submit a proposal	Refer to the mandatory requirement of the bid document