REQUEST FOR PROPOSAL

Appointment of a Professional Service Provider for a Provincial Hemp Reconnaissance, Market Gap Analysis and Bankable Business Case Development for the Acceleration and Coordination of Mpumalanga's Hemp Value Chain

Assignment Duration:
Up to 10 Months

Issuing Authority:
Mpumalanga Green Cluster Agency (MGCA)

Opening Date:
4 September 2026

Closing Date:
28 September 2026

www.thegca.co.za

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Company Registration No. 2021/755112/08

1. Background and Context

1.1 Institutional Mandate

The Mpumalanga Green Cluster Agency (henceforth known as "the Agency") is a not-for-profit organisation registered in South Africa. The agency uses the triple-helix cluster model with representation from Government, Industry, Communities, and Academia as part of its design set up to identify and remove barriers to an economically viable green economy, enabling the region and its citizens to prosper. Under the leadership of the Mpumalanga Department of Economic Development and Tourism, work has begun to design strategic interventions for the green economy in the province to attract investment and create jobs.

The Mpumalanga Green Cluster Agency's mission is to stimulate a vibrant green economy for communities in the Mpumalanga province, underpinned by collaboration between government, business, and academia. Its vision is a vibrant, green, and sustainable economy in the Mpumalanga province that leverages the province's rich natural resources and heritage to create a legacy for South Africa's low-carbon economic growth. Collaboration through clustering on a local scale to build competitiveness on a global scale will support the growth of the green economy in Mpumalanga and determine the green cluster's success.

The Mpumalanga Green Cluster Agency aims to facilitate concrete alternative development pathways for the province of Mpumalanga. As the province's primary green economy investment promotion and facilitation body, MGCA is responsible for creating an enabling environment for investors, coordinating across government institutions, and ensuring that investment projects are unlocked and implemented efficiently

1.2 Assignment Rationale

Mpumalanga Province has significant agricultural, industrial and land-based assets that can support new, sustainable industrial value chains as the province diversifies its economy alongside the energy transition. Industrial hemp (Cannabis sativa) has been identified across multiple independent assessments as a viable opportunity for the province, with potential across cultivation, primary processing and downstream manufacturing. The Presidential Climate Commission's 2024 assessment of short-term, private sector-led employment opportunities in Mpumalanga identifies approximately 240,000 hectares of degraded mine land with phytoremediation potential, a further 820,000 hectares of arable land suited to crop rotation, and 490,000 hectares of wood plantation offering intercropping potential, with a conservative estimate of up to 24,000 direct jobs in cultivation and a further 297 in primary processing achievable by 2030, concentrated in the Nkangala, Gert Sibande and Ehlanzeni district municipalities.

The Localisation Support Fund's 2026 national Industrial Hemp Value Chain Development Study, commissioned in partnership with the Presidency's Project Management Office, the Industrial Development Corporation and the dtic, provides a further evidence base. It identifies six Tier 1 national demand pathways with the strongest near-term business case: general textiles, clothing textiles, pulp and paper, building and construction (fibre and straw-based), and food and beverages and personal care (grain and oil-based).

Both the PCC and LSF studies stop short of a Mpumalanga-specific, sector-by-sector feasibility and bankability assessment, and both explicitly recommend this as a next step: a value chain assessment for

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each hemp product category, a comprehensive local demand analysis, and further private sector engagement sufficient to build the province's hemp opportunities to bankable standard. This RFP responds directly to that recommendation.

Two further gaps must be closed before MGCA commits to accelerating the hemp value chain. First, no consolidated picture currently exists of hemp activity already underway or planned in the province: existing growers, pilot projects, processors and prospective off-takers are not mapped, creating a real risk that this assignment duplicates or overlooks work already in motion. Second, none of the existing studies test hemp's expansion against Mpumalanga's food security and water security priorities; hemp cultivation competes for the same arable land, degraded land and water allocations as food production, and pathway prioritisation must explicitly weigh growth potential against these constraints rather than assume land and water are unconstrained. This RFP requires both gaps to be addressed directly, alongside a mechanism to consolidate the province's hemp coordination efforts going forward.

Target Pathways

The assignment must evaluate feasibility, local market demand, and economic viability across five target pathways:

1. Textiles; High-value fibre for PPE, clothing, and apparel.
2. Biofuels; Biomass for green energy and industrial fuel substitutes.
3. Building and Construction; Hurd and fibre for hempcrete and sustainable materials.
4. Automotive; Bio-composites and interior components.
5. Food, Beverages, Animal Feed & Nutraceuticals; Grain, seed, and oil processing for healthcare and wellness.

Sector Constraint & Strategic Purpose

The primary barrier to commercialization is market coordination: farmers will not plant without assured off-take, and processors will not invest in high-cost infrastructure without guaranteed supply.

To overcome this, MGCA requires a province-wide, hemp activity reconnaissance and mapping, multi-sector market gap analysis and a set of bankable business cases. This evidence-led approach ensures MGCA's investment facilitation prioritizes pathways that generate the highest economic returns, create sustainable jobs, and unlock private-sector investment across Mpumalanga.

2. Purpose

The purpose of this RFP is to appoint a suitably qualified and experienced service provider ("the Service Provider") to conduct a province-wide, gated market gap analysis of Mpumalanga's hemp value chain across the aforementioned target pathways (Textiles, Biofuels, Building & Construction Materials, Automotive and Food, Beverages / Animal Feed & Nutraceuticals), and to develop individual bankable business cases and co-fundraising strategies for each pathway confirmed to be viable through that study.

In addition to this pathway-level work, the assignment requires: (i) an upfront reconnaissance of existing hemp activity, stakeholders and interested parties across the province; (ii) an explicit assessment of how hemp value chain growth should be balanced against Mpumalanga's food security and water security priorities; (iii) strategic cultivar and seed-bank-establishment considerations for each viable pathway; and (iv) a framework for a Hemp Facilitation Desk to be hosted within MGCA to consolidate the province's hemp coordination efforts. These are described in Sections 3.1, 3.2 and 3.5 respectively; item (iii) is incorporated into the Stage 2 seed/cultivar assessment in Section 3.2 rather than as a standalone deliverable.

3. Scope of Work

The service provider must conduct a province-wide hemp reconnaissance and value chain market gap analysis, structured in three gated stages, followed by a comprehensive, bankable Business Case and Co-funding Strategy for each hemp pathway confirmed as viable, and a framework for a Hemp Facilitation Desk within MGCA. The work must include the following components:

3.1. Stage 1: Provincial Hemp Reconnaissance, Desktop Study and High-Level Pathway Prioritisation

- **Provincial hemp landscape reconnaissance:** Compile a consolidated register of current hemp activity in Mpumalanga, including: existing and pilot cultivation projects (location, scale, cultivar, stage of development); licensed growers and processors; government-led or government-supported hemp initiatives; academic and research initiatives; and private-sector parties that have expressed interest in hemp cultivation, processing, or as an off-taker. The register must identify duplication risks and gaps relative to the candidate pathways below, and must be used to inform the Stage 1 prioritisation.
- **Define candidate pathways:** Explicitly define and describe each candidate hemp pathway relevant to Mpumalanga, covering the following 5 opportunities:
    - Textiles,
    - Biofuels,
    - Building and construction,
    - Automotive bio-composites,
    - food and beverages/animal feed and nutraceuticals;

  The Service Provider must identify and motivate for any further pathways relevant to the province if any of the aforementioned are not suitable.
- **Desktop market demand assessment:** For each candidate pathway, conduct a desktop-based, high-level assessment of market demand in Mpumalanga and relevant catchment markets, drawing on existing regional industrial capacity (including established textile, automotive, pulp and paper, nutraceuticals biofuels, hempcrete and food manufacturing industries in Mpumalanga), national and provincial demand studies, and other available secondary data. This is a high-level screening exercise and does not require primary market research.
- **Land-use, water and food-security screening:** For each candidate pathway, conduct a desktop-based screening of the land and water implications of the indicative scale of hemp production required, drawing on existing provincial land-use and water allocation information (including municipal and Department of Water and Sanitation reconciliation strategy data where available). The screening must estimate, at a high level and by district municipality, the extent to which hemp expansion under each pathway could compete with existing food production or

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exceed available water allocations, and must flag pathways or scales of production that present material food-security or water-security risk.

- Produce a Desktop Prioritisation Report ranking each candidate pathway by high-level market demand, strategic fit for Mpumalanga, and food-security/water-security risk, with a recommended shortlist of pathways to proceed to Stage 2 and a clear rationale.
- **Gate 1:** Present the Desktop Prioritisation Report to MGCA (see Section 4) as a gate review. MGCA reserves the right, at its sole discretion, to select which pathways proceed to Stage 2, having regard to the desktop findings and the Service Provider's 'per-pathway costing' (see Section 8.2).

3.2. Stage 2: Detailed Market gap analysis (per Selected Pathway)

For each pathway selected by MGCA at the Stage 1 gate, conduct a detailed market gap analysis covering at minimum the following dimensions:

  - Seed and Cultivar: assessment of hemp seed varieties/cultivars suited to the pathway, including agronomic suitability to Mpumalanga's growing conditions, seed availability and cost, and regulatory/permitting requirements for cultivar selection and seed sourcing. This must identify the cultivars recommended for the pathway and, at a strategic level only, what establishing dedicated seed multiplication/storage capacity for those cultivars would involve — indicative hosting/governance options, site-selection criteria, and an order-of-magnitude establishment cost range — without extending into a full business case or financial model for that capacity.
  - Agronomic Practice: assessment of the cultivation practices required for the pathway (planting, irrigation, crop husbandry, harvesting and post-harvest handling), including land, water and input requirements, and yield expectations specific to Mpumalanga conditions, including degraded mine land, arable land and forestry/wood plantation intercropping where relevant. This must include a quantified assessment, at the confirmed scale of the pathway, of the land and water it would draw from food-producing use, validating and refining the Stage 1 land-use, water and food-security screening.
  - Processing Technology: assessment of the processing technology and equipment required to convert raw hemp material into pathway-specific outputs, including available technology options, capital cost implications, and technology readiness/maturity.
  - Technical Skills: assessment of the technical and operational skills required across the pathway (cultivation, processing and quality control), and the availability of these skills in Mpumalanga, including any training or capacity-building requirements.
  - Market: assessment of demand, pricing, competitor landscape and realistic offtake routes for the pathway's end products, building on and validating the Stage 1 desktop findings with primary market engagement where required.
  - Financials: a preliminary financial feasibility assessment for the pathway, including indicative capital and operating cost ranges, revenue potential, and a high-level view of commercial viability, sufficient to inform MGCA's decision on which pathways proceed to Stage 3.
- Produce a Detailed Market Gap Analysis Report per pathway, consolidating findings across all six dimensions.

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- **Gate 2:** Present the Detailed Market Gap Analysis Reports to MGCA as a gate review before proceeding to Stage 3. MGCA reserves the right, at its sole discretion, to select which pathways proceed to Stage 3, having regard to the market report findings and the Service Provider's per-pathway costing.

3.3. Stage 3: Bankable Business Case and Financial Model Development (per Selected Pathway)

For each pathway selected at the Stage 2 gate, develop a comprehensive, investment-ready business case structured to meet the due-diligence requirements of commercial funders, DFIs and impact investors, covering at minimum:

  - **executive summary;**
  - **organisational structure/organogram;**
  - **management capacity and capability;**
  - **governance structure;**
  - **funding rationale;**
  - **mission and strategic fit;**
  - **detailed project programme;**
  - **scope of application;**
  - **process and equipment layout and costing;**
  - **innovation;**
  - **partnerships;**
  - **beneficiaries;**
  - **employment plan;**
  - **environmental and regulatory compliance requirements and costings;**
  - **development impact;**
  - **project impact;**
  - **SWOT analysis;**
  - **risks and mitigation measures;**
  - **marketing and off-take strategy;**
  - **stakeholder matrix; and**
  - **financial sustainability.**
- Build a viable, fully integrated financial model for each shortlisted pathway, including capital expenditure and funding requirements, revenue and cost assumptions, working capital, depreciation, tax, sensitivity and scenario analysis, key financial ratios, and a funding/repayment structure, sufficient to support due diligence by commercial and development funders.
- Ensure the business case and financial model are bankable, structured, evidenced and stress-tested to a standard suitable for submission to co-funders, DFIs and commercial lenders, with clearly substantiated assumptions and a credible path to financial sustainability.

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- Incorporate, as line items in the financial model and business plan, the indicative costs of the regulatory compliance activities and the environmental, planning and statutory compliance activities.

3.4. Co-Funding and Investment Mobilisation Strategy (per selected pathway)

- Undertake funding institution mapping and identification of potential funding partners, including DFIs, enterprise/social investment funds, corporate social investment programmes of regional industry players, and commercial funders.
- Develop a co-funding and capital-raising strategy for each shortlisted pathway, including blended finance mapping (grant/debt/equity).
- Prepare funder-specific investment readiness packages, including an executive summary and application support documentation aligned to the requirements of each identified funder.

3.5. Provincial Hemp Facilitation Desk Framework

Drawing on the Section 3.1 reconnaissance findings, develop a framework for a Hemp Facilitation Desk to be hosted within MGCA to consolidate the province's hemp coordination efforts, covering at minimum:

- a proposed mandate and functions (stakeholder coordination, maintenance of the provincial hemp project and stakeholder register established in Section 3.1, permitting/regulatory navigation support, and liaison with MGCA's investment facilitation mandate);
- a proposed institutional form, staffing complement, and reporting line within MGCA, and its relationship to the Project Steering Committee described in Section 4; and
- funding model options for the desk (donor/grant funding, and cost-recovery mechanisms), with an indicative cost range for each.

3.6. Final Reporting and Close-Out.

- Develop a risk register and issue-escalation approach to support implementation oversight.
- Prepare a final consolidated report incorporating the Section 3.1 provincial hemp reconnaissance register, the Stage 1 Desktop Prioritisation Report, each Stage 2 Detailed Feasibility Report (including its per-pathway cultivar and seed-bank-establishment considerations), each Stage 3 bankable business case and financial model (inclusive of mapped regulatory and environmental/statutory compliance costs), the associated regulatory and environmental/statutory compliance registers, the co-funding strategy, and the Hemp Facilitation Desk Framework.
- Prepare a presentation summarising the provincial hemp reconnaissance, the pathway prioritisation and market gap analysis findings (including the food-security/water-security screening and per-pathway cultivar/seed-bank considerations), each business case, financial model, regulatory and environmental pathways, funding strategy, and the Hemp Facilitation Desk Framework, for MGCA leadership and prospective funders.
- Facilitate a close-out presentation and handover session with MGCA.

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4. Coordination Mechanisms

MGCA will chair a Project Steering Committee (PSC) for the duration of the assignment, comprising MGCA's Project Team and other representatives as MGCA determines appropriate. The PSC will meet at key project milestones, and at minimum: (i) at inception, to confirm the Stage 1 methodology and candidate pathway list; (ii) at Gate 1, on conclusion of the Stage 1 desktop study, to review the Desktop Prioritisation Report and select which pathways proceed to Stage 2; (iii) at Gate 2, on conclusion of the Stage 2 detailed market gap analysis, to review the Detailed Feasibility Reports and select which pathways proceed to Stage 3; and (iv) at the conclusion of the assignment, for final report sign-off. The Service Provider must accommodate these gate reviews in its proposed workplan and timelines.

5. Project Milestones

In line with the timelines agreed as part of the contracting process, the service provider will be required to produce the following milestones:

Milestone	Deliverable	Description of Minimum Content
Milestone 1	**Provincial Hemp Reconnaissance & Desktop Prioritisation Report**	Provincial hemp stakeholder and project register, desktop-based ranking of candidate hemp pathways for Mpumalanga by high-level market demand and food-security/water-security risk, with a recommended shortlist of pathways for Stage 2, presented to the MGCA for gate approval.
Milestone 2	**Detailed Feasibility Reports (per Pathway)**	Detailed feasibility assessment per pathway selected at Gate 1, covering seed/cultivar (including recommended cultivars and strategic seed-bank-establishment considerations), agronomic practice, processing technology, technical skills, market and financials, with a recommendation on which pathways should proceed to Stage 3, presented to the MGCA for Gate 2 approval.
Milestone 3	**Bankable Business Cases and Financial Models**	Individual business case per pathway confirmed viable at Gate 2, each covering the full required structure, with an integrated financial model including scenario and sensitivity analysis.
Milestone 4	**Provincial Hemp Facilitation Desk Framework**	Provincial Hemp Facilitation Desk Framework (Section 3.5), presented to the MGCA.
Milestone 5	**Co-Funding and Investment Mobilisation Package**	Co-funding strategy covering shortlisted pathways, funder-specific investment readiness packages, and a funder engagement register.

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Milestone	Deliverable	Description of Minimum Content
Milestone 6	**Final Consolidated Report and Close-Out**	Final consolidated report incorporating the provincial hemp reconnaissance, Stage 1 desktop prioritisation, Stage 2 detailed feasibility findings (including per-pathway cultivar/seed-bank considerations), all Stage 3 business cases, the Hemp Facilitation Desk Framework, leadership presentation, and close-out/handover session.

6. Methodology

The service provider will provide MGCA with a methodology and approach in executing the scope of work, this should include but not limited to work breakdown structure (WBS), activities, data collection, timelines, risk register, best practice and payment schedules.

7. Project Timelines

The assignment should not exceed a period of 10 months from the date of contract commencement, structured as up to 8 weeks for Stage 1 (provincial hemp reconnaissance, desktop study and high-level pathway prioritisation, including the land-use/water/food-security screening), up to 3 months for Stage 2 (detailed market gap analysis for pathways selected at Gate 1, including per-pathway cultivar and seed-bank-establishment considerations), up to 5 months for Stage 3 (bankable business case development for pathways selected at Gate 2), and up to 3 weeks for the Hemp Facilitation Desk Framework, which may run in parallel with the latter part of Stage 3, subject to the Gate 1 and Gate 2 reviews described in Section 4. This timeline is indicative; bidders should propose their own workplan reflecting the scope.

8. Proposal Requirements

Interested bidders must submit a complete proposal comprising the following components:

8.1 Technical Proposal

- Executive Summary: A concise overview of the bidder's understanding of the assignment and proposed approach.
- Understanding of the Assignment: Demonstrated understanding of Mpumalanga and South Africa's hemp value chain opportunities across multiple pathways (not limited to textiles), the province's existing hemp activity and stakeholders, and the trade-offs between hemp expansion and food/water security, including a proposed methodology and criteria for the Stage 1 desktop prioritisation and the Stage 2 detailed feasibility assessment across all six required dimensions.
- Approach and Methodology: A detailed description of the service provider's proposed approach to the provincial hemp reconnaissance, Stage 1 desktop prioritisation, Stage 2 detailed feasibility

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assessment, Stage 3 business case development, co-funding strategy, Hemp Seed Bank Strategic Establishment Plan, and Hemp Facilitation Desk Framework.

- Workplan and Timelines: A month-by-month workplan covering all phases and deliverables, with clear milestones and dependencies.
- Team Composition and CVs: Full team structure, including roles, responsibilities, and CVs for all key personnel.
- Company Profile and Track Record: Organisational overview and a minimum of three (3) references from comparable assignments completed within the past five (5) years.

8.2 Financial Proposal

- A detailed financial proposal covering all costs associated with the assignment, including professional fees, disbursements, and applicable taxes, structured as: (i) a fixed fee for Stage 1 (desktop study, covering all candidate pathways); (ii) a fee per pathway for Stage 2 (detailed market gap analysis), allowing MGCA to select, at Gate 1, how many and which pathways to commission within budget; and (iii) a fee per pathway for Stage 3 (bankable business case development), allowing MGCA to select, at Gate 2, how many and which pathways to commission within budget.
- The financial proposal must be presented in South African Rand (ZAR) and include a Schedule of Fees showing the Stage 1 fixed fee, the Stage 2 rate per pathway, and the Stage 3 rate per pathway, together with a breakdown of each by activity.

9. Evaluation Criteria

Proposals will be evaluated based on a combination of the following criterion;

- Mandatory Administrative,
- Technical Evaluation with a threshold of 70%,
- Pricing Evaluation (80% Weighting) and B-BBEE Evaluation (20% Weighting).

9.1 Mandatory Administrative Evaluation (Qualifying Stage)

All bidders MUST comply with these criteria to be considered for further evaluation. Compliance with these criteria will be assessed on a “YES” or “NO” basis only and should be supported by verifiable documentation. Failure to comply with these criteria will result in an automatic disqualification where bidders will not be considered for further evaluation.

Criterion	Evaluation Criteria	YES/NO
Submission of Company Registration Documents	Provide copies of CIPC registration documents.	
Submission of Tax Compliance	Provide Tax Compliance Status (TCS) Pin issued by the South African Revenue Service (SARS) for verification.	
Submission of B-BBEE Certificate/Affidavit	Provide a valid B-BBEE status level verification certificate (bearing a SANAS logo) or, for EMEs	

	(Exempted Micro Enterprises) and QSEs (Qualifying Small Enterprises), sworn affidavit.	
Submission of Proof of Banking	Provide original, stamped letter from your bank verifying your company's banking details (Not older than 3 months).	
Compliant/Non-Compliant		

9.2 Technical/Functional Evaluation Criteria

All proposals will be evaluated based on technical merit. Only bidders that achieve the minimum threshold of 70 points out of 100 will proceed to the financial proposal evaluation stage.

Criterion	Evaluation Criteria	Score
CVs of personnel who will work on the project. Qualifications of key personnel will be evaluated against the expected outcomes of the assignment, including value chain feasibility and pathway prioritisation methodology, bankable business case and financial model development, regulatory and environmental compliance mapping and costing, agro-processing/agribusiness value chains, and co-funding/DFI engagement.		20
Proposes a credible technical approach/methodology, including pathway prioritisation and detailed feasibility methodology, business case and financial model development, regulatory and environmental compliance mapping and costing, and co-funding strategy development.		15
Demonstrates understanding of the requirements of the work set out in **Sections 3.1 to 3.6** and including bankability standards expected by DFIs and commercial funders, and the hemp value chain.		15
Subtotal		**50**
Evidence of comparable assignments in bankable business plan development. (5 References of similar work)		10
Demonstrated experience navigating South African permitting processes (EIA, water use, energy, land use) in relevant sectors. (2 References of similar work)		5
Proven experience in development of co-funding strategies. (2 References of similar work)		5
Subtotal		**20**
Timeline alignment to proposed schedule.		10

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Detailed Methodology and approach.	20
Subtotal	**30**
Total Technical Score:	**100**

9.3 Pricing Evaluation (80 Points)

Bidders are requested to indicate the total bid price inclusive of VAT, calculated as per the bill of quantities Table in the annexure for evaluation and comparison purposes only. This is used solely to enable a fair, like-for-like comparison across bidders; the actual number of pathways carried into Stage 2 and Stage 3, and the resulting final contract value, will be determined by MGCA at Gate 1 and Gate 2 respectively, applying the awarded bidder's per-pathway rates. The financial proposal must provide a detailed breakdown of professional fees, disbursements, travel, workshops, and stakeholder, off-taker and funder engagements required to complete the assignment.

9.4 B-BBEE Evaluation (20 Points)

Points will be awarded to a bidder for attaining their B-BBEE status level of contribution in accordance with the table below:

B-BBEE Status Level Contributor	Number of Points
1	20
2	18
3	14
4	12
5	8
6	6
7	4
8	2
Non-compliant contributor	0

10. Special Conditions of Contract

10.1. Taxes

Value Added Tax should be included in pricing where applicable. If a bidder is not registered with SARS for VAT purposes and is awarded a bid above the threshold requiring registration, the bidder must submit proof that it has applied for VAT registration within 14 days of signing the contract with MGCA, failing which VAT may not be paid.

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10.2. Right of MGCA to Investigate and Seek Clarification

MGCA may, in its sole discretion, seek clarification during the process. No change in the substance of the technical section or financial section shall be sought, offered or permitted during clarification. MGCA may investigate evidence of the ability and experience of a bidder, including joint venture partners, proposed subcontractors and related parties, and may require confirmation from other parties of information furnished by a bidder.

10.3. Assignment / Fronting

No fronting is allowed. A bidder found to have fronted shall automatically be disqualified. For contracts already awarded, the contract may be cancelled and any costs borne shall be for the account of the defaulting service provider.

10.4. Signature of Authority

Only persons duly authorised by a company shall sign the documents submitted to MGCA. A letter of authorisation must accompany bid documents. In the case of joint ventures, a document establishing the venture must accompany the bid documents and representatives of all parties in the joint venture must sign the establishment document.

10.5. Acceptance and Rejection

MGCA may reject any bid document if it deviates from the set criteria. MGCA reserves the right to accept or reject any bid if it does not meet the necessary requirements. MGCA is not obliged to accept the lowest or any bid**. MGCA reserves the right to award the bid in part depending on the selected pathways and not the full proposal price**.

10.6. Time Schedule

All bids will be valid for 90 days after the closing date. In cases where a successful bidder fails to sign the contract agreement, provide required security, undertake the work or withdraws during the appointment period, the bidder may be required to repay expenses related to re-advertising and preparing a new bid process, where applicable.

10.7. Compliance with Applicable Laws

The successful service provider must ensure that all recommendations, designs, tools and outputs comply with applicable South African legislation, including agricultural, environmental, planning, municipal and occupational health and safety legislation applicable to the hemp pathways covered by this assignment.

10.8. Jurisdiction

The laws of the Republic of South Africa shall apply to this procurement and any contract arising from it.

10.9. Payments

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Payments shall be made as stipulated in the Service Level Agreement entered into between MGCA and the successful bidder, subject to satisfactory delivery and acceptance of agreed milestones.

10.10. Mediation and Arbitration

Mediation and arbitration proceedings shall be in terms of rules applicable in the Republic of South Africa and as agreed in the Service Level Agreement.

10.11. Confidentiality and Intellectual Property

All information supplied to the service provider by MGCA must be treated as confidential. All final reports, tools, templates, datasets and outputs developed under this assignment shall become the property of MGCA unless otherwise agreed in writing.

11. Contact Details

All technical and procurement enquiries regarding these Terms of Reference must be directed to the MGCA Procurement and administrative Office until the 20th September 2026.

Email Address: Admin@thegca.co.za

Telephone: +27 87 527 0910

The closing date for submission of proposals will be the 28th September 2026 as stated on the cover page. Late submissions will not be accepted.

Disclaimer: MGCA reserves the right to withdraw, amend, or cancel this procurement process at any time without liability. MGCA is not obligated to accept the lowest-priced proposal or any proposal.