TALETSO TVET COLLEGE

REQUEST FOR PROPOSALS (RFP) FOR

APPOINTMENT OF PANEL OF SUITABLE SERVICE PROVIDERS TO ENTER INTO A SERVICE LEVEL AGREEMENT (SLA) WITH THE COLLEGE FOR A PERIOD OF THREE (3) YEARS, BASED ON SOUND, INNOVATIVE, AND VIABLE CAPITAL APPRAISAL PROPOSALS THAT ADVANCE THE COLLEGE'S MANDATE.

*Tender documents are available at a **non-refundable fee of R500** on the Taletso TVET College website. Documents shall only be obtainable from the **21 October 2025***

TENDER NO: TA 02-15/10/2025

Prospective Suppliers who are interested in participating in the aforementioned tender are invited to submit a proposal in full compliance to the requirement of this tender document.

Completed documents with all attachments must be signed and submitted at:

Taletso TVET College
Central office
6 DF Malan Ave
Libertas
Mahikeng
2745

Proposals in response to **TA 02-15/10/2025** **APPOINTMENT OF PANEL OF SUITABLE SERVICE PROVIDERS TO ENTER INTO A SERVICE LEVEL AGREEMENT (SLA) WITH THE COLLEGE FOR A PERIOD OF THREE (3) YEARS, BASED ON SOUND, INNOVATIVE, AND VIABLE CAPITAL APPRAISAL PROPOSALS THAT ADVANCE THE COLLEGE'S MANDATE.**

CLOSING DATE AND TIME FOR SUBMISSION OF TENDER DOCUMENTS:

The closing time and date for receipt for tender **TA 02-15/10/2025** is at **11h00** AM on **Thursday, 27 November 2025.**

Tender number	**TA 02-15/10/2025**
Date issued	**21 October 2025**
Tender closing date	**27 November 2025 Time: 11:00 AM** **Tender Submission will be at the following address:** Taletso TVET College Central office 6 DF Malan Ave, Libertas Mahikeng 2745
Compulsory Information Session	**Not Applicable**

Company Name		
Address		
Contact person	Mr/Mrs/Ms/Dr/Prof.	
Contact numbers	(w)	(cell)
Email address		

BACKGROUND AND INTRODUCTION

Taletso Technical and Vocational Education and Training (TVET) College is a public institution established in terms of the FET Colleges Act No. 16 of 2006, operating within the Department of Higher Education and Training (DHET) under the Post-School Education and Training (PSET) framework.

The College has five sites consist of three campuses (Mafikeng, Lichtenburg, and Lehurutshe) and central office and the Farm, strategically located across the Ngaka Modiri Molema District Municipality in the Northwest Province.

Taletso's Strategic Plan (2025–2029) aligns with the National Development Plan (NDP 2030), the White Paper for Post-School Education and Training (2013), and the DHET TVET College Strategic Framework.

The College envisions becoming "A hub of innovation, employability, and entrepreneurship through transformative education and strategic partnerships."

The four overarching Strategic Outcomes guiding the institution are:

1. Expanded access to inclusive and equitable TVET opportunities.
2. Improved success, throughput, and certification rates through quality teaching and learning.
3. Enhanced institutional capability, innovation, and governance.
4. Strengthened responsiveness to the world of work, industry, and community development.

In pursuit of these outcomes, Taletso aims to diversify income streams, enhance infrastructure, develop industry-responsive qualifications, and establish innovation-driven partnerships that strengthen its position as a leader in applied and occupational education.

CONTEXT AND STRATEGIC ALIGNMENT

South Africa's Economic Reconstruction and Recovery Plan (ERRP) emphasise skills development, entrepreneurship, and infrastructure investment as critical enablers of inclusive economic growth.

Taletso's Proposed Programme Qualification Mix (PQM) introduces new occupational qualifications in high-growth and emerging sectors, including:

- Artificial Intelligence Software Development
- Robotic Process Automation (RPA)
- Drone Technology (RPAS)
- Solar Photovoltaic Systems
- Agriculture Technology
- Jewellery Making, Beauty Therapy, Cookery, and Tourism Information Services

To support these developments, Taletso requires strategic business partners and transaction advisors to facilitate the mobilisation of capital, establishment of income-generating projects, and implementation of innovative learning ecosystems that bridge education, entrepreneurship, and sustainability.

WHAT DOES TALETSO TVET COLLEGE AIM TO DO?

A. Transaction Advisory Functions

The appointed Service Provider(s) will assist the College to:

- Prepare project financing frameworks, investment strategies, and feasibility studies.
- Develop Project Information Memoranda and bankable business cases for potential funders.
- Facilitate engagements with funding agencies, DFIs, SETAs, and private investors.
- Build and maintain a financial model for project evaluation and monitoring.
- Advise on risk allocation, compliance, and sustainability mechanisms.
- Support contract negotiations, due diligence, and implementation readiness.
- Provide quarterly progress reports to the Deputy Principal: Innovation & Development and the Accounting Officer.

B. Business Development Functions

The Service Provider(s) shall:

- Develop and implement skills development, SMME, and entrepreneurship programmes.
- Propose and manage income-generating ventures in line with Taletso's strategic focus (e.g., solar energy, agriculture, ICT, hospitality).
- Facilitate commercialisation and innovation incubation to support Taletso's third-stream income objectives.
- Support Work-Based Learning (WBL) and Workplace-Based Education (WBE) placement networks.
- Assist in marketing, stakeholder relations, and partnership management to advance college branding and growth.
- Ensure alignment with DHET, QCTO, and SETA frameworks, including accreditation and compliance.

C. Cross-Cutting Institutional Priorities

All projects must:

- Promote employability, entrepreneurship, and youth inclusion.
- Contribute to gender equality, disability inclusion, and rural development.
- Integrate green economy principles, digital transformation, and social innovation.
- Strengthen Taletso's capacity to deliver the proposed PQM and support national skills priorities.

PROJECT MANAGEMENT AND REPORTING

The appointed Transaction Advisors shall work closely with the Deputy Principal: Innovation and Development and report to the Accounting Officer.

Engagement will also include collaboration with relevant College Executives, Campus Managers, and Programme Managers as deemed necessary.

TIME FRAME

The partnership will be valid for a period of **three (3) years** from the date of appointment.

EXPECTED DELIVERABLES

Outputs

- Approved **funding proposals** and secured grants or investment agreements.
- Bankable **feasibility studies and project designs**.
- Established **SMME and entrepreneurship training programmes**.
- Implemented **innovation projects and incubators** aligned with the PQM.
- Quarterly **performance and financial progress reports**

Outcomes

- Strengthened infrastructure across all campuses.
- Enhanced employability and self-employment opportunities for students.
- Increased third-stream income and institutional financial resilience.
- Improved partnership ecosystem with local, regional, and international stakeholders.
- Realisation of Taletso's strategic vision as an **Innovation-Driven TVET College**.

QUALIFICATION AND EXPERIENCE REQUIREMENTS

- Minimum **BCom Honours** in Finance, Business, Economics, or Entrepreneurship.
- Advanced qualifications such as **MBA, MCom, CA(SA), CFA, or CIMA** will be advantageous.
- Minimum **five (5) years' experience** in fundraising, project finance, or business incubation.
- Proven success in **public-sector development or education-related projects**.
- Demonstrable **network and relationships** with funders, SETAs, and DFIs.
- Compliance with all regulatory requirements: **CIPC, SARS PIN, BBBEE Certificate/Affidavit, and valid ID copies**.

GOVERNANCE, COMMUNICATION, AND REPORTING

The Service Provider(s) will report directly to the:

- **Deputy Principal: Innovation and Development**, and
- **Accounting Officer**, and will work closely with the **Executive Management**, **Campus Managers**, and relevant units such as **Finance, SCM, and Student Support Services**.

Progress reports will be submitted **quarterly** and reviewed by the **Senior Management Team (SMT)** and **College Council**.

PURPOSE AND OBJECTIVE OF THE RFP

The purpose of this TOR is to appoint suitable **Transaction Advisors and Business Developers** who will enter into a **Service Level Agreement (SLA)** with Taletso TVET College to:

1. **Develop and execute capital sourcing and fundraising strategies** for infrastructure and innovation projects.
2. **Design and implement innovative, industry-aligned business and training solutions** that strengthen Taletso's strategic positioning.
3. **Support the rollout of the College's PQM and strategic projects** through fund mobilisation, project management, and stakeholder engagement.
4. **Foster sustainable partnerships** with government, private sector, and development agencies to expand opportunities for students, graduates, and communities

EVALUATION CRITERIA

The College will evaluate all submitted proposals in accordance with the principles of fairness, transparency, and strategic alignment. The evaluation process will focus primarily on the **strategic alignment** of each proposal with the objectives, needs, and expectations outlined in this Request for Proposals (RFP) and the College's broader strategic framework.

Proposals will be assessed on their ability to demonstrate a clear understanding of the **College's strategic intent**, as articulated in the Terms of Reference, particularly in relation to:

- The alignment of the proposed approach with Taletso TVET College's **Strategic Plan (2025–2029)** and its overarching outcomes, including innovation, employability, entrepreneurship, and institutional sustainability.
- The extent to which the proposed interventions support the **Economic Reconstruction and Recovery Plan (ERRP)** and contribute to the national priorities of skills development, entrepreneurship, and infrastructure investment.
- The provider's ability to mobilise **capital and investment** for infrastructure development, innovation-led growth, and income-generating initiatives that enhance the College's third-stream revenue.
- The proposed methodology for delivering **transaction advisory services**, including project financing frameworks, investment strategies, feasibility studies, bankable business cases, and engagement with funding institutions, DFIs, and SETAs.
- The relevance and practicality of the proposed **business development solutions**, including entrepreneurship support, SMME development, innovation incubation, and commercialisation strategies aligned to the College's Programme Qualification Mix (PQM).
- The degree to which the proposal demonstrates a commitment to **cross-cutting institutional priorities**, such as employability, gender equality, disability inclusion, rural development, green economy principles, digital transformation, and social innovation.
- The proposer's demonstrated **experience, expertise, and capacity** in similar public-sector or education-focused initiatives, including the qualifications and competence of key personnel who will be assigned to the project.

- The soundness of the **governance, project management, and reporting framework** proposed to ensure accountability, performance monitoring, and alignment with the College's internal structures.
- The strength and clarity of the proposed **implementation plan and timeframes**, showing how deliverables and outcomes will be achieved within the three-year partnership period.
- The degree to which the proposal supports **collaborative partnerships** with government, industry, and development agencies to expand opportunities for students, graduates, and surrounding communities.

The College may also consider the bidder's understanding of the **institutional context**, innovation capacity, and the long-term sustainability of proposed solutions. Bidders whose proposals best respond to these elements and demonstrate clear value addition to Taletso TVET College's vision and objectives will be considered for further evaluation and possible appointment.

SUBMISSION OF PROPOSALS

Interested Service Providers must submit **hard copies** of their proposal clearly marked:

Proposals must include:

- Detailed company profile
- Technical and financial proposal
- Curriculum Vitae of key personnel
- Track record of similar work
- Workplan and timelines

Submission Address:

Taletso TVET College, Central Office, 6 DF Malan, Libertas Park, Mafikeng
Attention: Supply Chain Management Unit

Closing Date: 27 November 2025 at 11h00.

All Suppliers must submit their responses in the following format:

CONTACT DETAILS

Deputy Principal: Finance
Email: Ramalapa.M@taletso.edu.za

RETURNABLE DOCUMENTS

Document	***Requirement***	***Circle yes if submitted***	
RFP Document	Each page of the RFP document to be **initialled** by a delegated representative	Yes	No
Completed technical Proposal	Submit a technical Proposal	Yes	No
Proof of Payment	Deposit/EFT Slip when purchasing tender document or printed proof	Yes	No
Proof of Bank Account	Cancelled cheque or signed letter from bank	Yes	No
Company registration documents	Company registration documents	Yes	No
ID Copies of directors	Certified & not older than 6 months	Yes	No
Tax Pin	A copy of the Notice of VAT Registration document	Yes	No
BBBEE certification	A valid B-BBEE certificate from a SANAS accredited agency/Affidavit	Yes	No
Declaration of Interest	Please sign point 9 of this tender document	Yes	No
Registration National Treasury (CSD)	Provide a copy of the full report of registration on National Treasury Central Supplier Database.	Yes	No