

South African Film and Television Awards
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INVITATION TO SUBMIT PROPOSALS

The National Film and Video Foundation (herein referred to as NFVF) is a statutory body set up by government to grow and develop the South African audio visual industry. The NFVF invites suitable service providers to submit quotations for the following:

Contact person	Service Description	Closing Date and Time	Compulsory Briefing Session
Name: Peter Kwele Tel: 011 4830880 Email: peterk@nfvf.co.za	Raising and Securing Sponsorship for the 12 th Annual South African Film and Television Awards (SAFTAs)	17 th May, 2017	N/A

BACKGROUND

In 2005 representatives of the South African Film and Television industry resolved to come together under the auspices of the National Film and Video Foundation of South Africa (NFVF) to establish the annual South African Film and Television Awards, Herein referred to as the SAFTAs awards.

The **South African Film and Television Awards (SAFTAs)**, also known as the Golden Horns, are awards for film and television presented in South Africa and first given out in 2006. They are awarded by the National Film and Video Foundation of South Africa (NFVF).

All SAFTA winners are presented with the Golden Horn, the official SAFTA Trophy. The faces on the statues are derived from artifacts of African heritage that date back to 800 AD and were discovered near Lydenburg in South Africa, referred to as the Lydenburg Heads. The three figureheads represent excellence in visual creative arts, performance and drama.

The SAFTAs Project overview:

SAFTAs is an annual project that is designed to:

- Promote quality and excellence in South African film and television products
- Highlight and profile celebrated South African talent and product to national and international markets
- Encourage the growth of talent and encourage new talent within the industry
- Encourage entrepreneurship within the South African Film and Television market
- Stimulate participation by a broad mass of the industry in competitive awards events



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Scope of Work:

The Prospective Service Provider shall apply sound and technical practices and methods in carrying out the assignment. The SAFTAs solicits a proposal from a Sponsorship Management Company that will manage the raising and securing of sponsorship for the SAFTAs 12 event.

The NFVF intends to stage and broadcast the 12th Annual SAFTAs ceremony, which will take place in March 2018. The SAFTAs event is a stage production with the live-to-air broadcast for a period of 120-180 minutes.

Therefore, the NFVF solicits a proposal from a skilled Sponsorship Management Company who has extensive expertise in raising sponsorship for large-scale events within the entertainment genre. The company needs to present a clearly documented and well thought out proposal for raising, securing and managing the sponsorship for the 12th Annual SAFTAs.

The Sponsorship Management Company will be required to work together with the NFVF internal SAFTAs team to ensure that the sponsorship is achieved.

The role of the Sponsorship Management Company is to:

1. Raise and secure sponsorship on behalf of the NFVF for the 12th Annual SAFTAs Awards property.
2. The Sponsorship Management Company will act as an independent contractor in the performance of its duties under this contract.
3. Accordingly, the Sponsorship Management Company shall be responsible for payment of all taxes arising out of the sponsorship raising activities.
4. All costs related to securing sponsorship by the Sponsorship Management Company will be for their account.

Payment to the Supplier:

The Sponsorship Management Company will be paid in the form of a Sales Commission at the levels set out as follows:

- R7, 000 000.00 (seven million rand) – R10, 000 000.00 (ten million rand), in both cash and/or value towards the SAFTAs 12.
 - A minimum amount of R4, 500 000.00 of this sponsorship revenue raised to be in cash with the balance in value and or product that results in the successful execution of the SAFTAs 12.
- 20% Sales commission payable on the value of the total sponsorship raised in year 1 (2018).

In the event of a multi-year sponsorship deal for the Sponsorship Management Company we propose;

- 10% commission on all renewals or amounts committed for year 2, 2019.
- 7% commission on all renewals or amounts committed for year 3, 2020.

Special Criteria:

The successful company will be commissioned based on the following:

- Quality of the proposal
- Compliance with budget parameters

- Proven experience
- Knowledge of the entertainment or film and television industry
- Knowledge of the SAFTAs
- BEE representation either through the ownership/operation/service providers to your organization
- VAT Registration
- Completion of the required vendor registration documents if not already on NFVF Vendor register
- BEE Certificate to be attached with all proposals

It is expected that companies that submit presentations do so at their own risk therefore assuming that the work done to point of possible appointment is at no charge to the NFVF, therefore the SAFTAs.

If the proposal is successful, SAFTAs will correspond with the successful candidates on Friday 19th May 2017, who may be expected to make a full presentation if required.

Deadline for Submission of Proposal: 17th May 2017 at 14:00.

Please Note:

All Service providers must submit complete the NFVF supplier registration form and attach all required mandatory documentations such as, a valid original tax clearance certificate, certified copies of their B-BBEE certificate from an accredited B-BBEE verification agency with their proposals.

Failure to submit will lead to an automatic disqualification of the service provider.

Proposals will be adjudicated in terms of the Supply Chain Management policy of NFVF, Treasury Regulations and the Preferential Procurement Policy Framework Act (PPPFA), 2000 (Act No 5 of 2000). The NFVF reserves the right not to appoint or to appoint more than one applicant depending on the strengths of the proposal submitted by the applicants.

This bid will be evaluated and adjudicated according to the 80/20 preference point system, in terms of which a maximum of 80 points will be awarded for price and 20 points will be allocated based on the B-BBEE status level certificate.

Please note that the NFVF reserves the right to appoint more than one service provider for the required goods and services.

Deliverables:

Breakdown of points:

80/20 Preference Point Components	Points
Price	80
B-BBEE level contribution	20
Total	100

NFVF seek to provide an effective and efficient procurement service to its stakeholders through procurement best practices and optimal resource management, in compliance with the NFVF Supply Chain Management Policy and relevant procurement

regulatory framework. The NFVF is committed to affirmative procurement consistent with the South African Constitution and the approved DTI Codes of Good Practice issued in terms of the BBBEE Act No. 53 of 2003 (as amended).



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