

## Annexure B: Format for fee proposal (Pricing Example)

1. In terms of pricing, the following is expected from the Bidder:
  - 1.1. The pricing should be an hourly rate for an initial period of 2 (two) years, or until the SA Exim Bank is established. Bidders should quote hours of the main personnel's that are going to undertake the assignment.
  - 1.2. The quoted hourly rate should be differentiated in respect of the ranks or positions of the team members to be assigned to the ECIC, as outlined in the table below:

Category (where applicable)	Post Admission Experience	Hourly Rate in Rand (including overheads and Value Added Tax)		Percentage increase after year 2 (including overheads and Value Added Tax)
		Year 1	Year 2	
Senior Counsel (or Equivalent)	At least ten years	RXXX.XX	RXXX.XX	%
Director (or Equivalent)	7 to 9 Years	RXXX.XX	RXXX.XX	
Senior Associate (or Equivalent)	4 to 6 Years	RXXX.XX	RXXX.XX	
Associate (or Equivalent)	1 to 3 Years	RXXX.XX	RXXX.XX	
Candidate Attorney (or Equivalent)	0	RXXX.XX	RXXX.XX	

2. Rates should be inclusive of overheads and Value Added Tax. If a particular category does not exist for the firm, it can be omitted.
3. It is recognised that it is difficult for a prospective bidder to be firm about the extent of the work based solely on the terms of reference. However, to assist with assessments, a firm must provide a typical distribution of time for members of the team on a job of this nature. This should be expressed in percentages of the total person-hours billed on a typical job (see table below, which is indicative only and not binding to the bidder):

Level (where applicable)	Typical Percentage of Total Hours on Project
Senior Counsel (or Equivalent)	%
Director (or Equivalent)	%
Senior Associate (or Equivalent)	%
Associate (or Equivalent)	%
Candidate Attorney (or Equivalent)	%

4. For parity purposes, in the evaluation of the bid amount, ECIC will use the rates provided in the table in the paragraph 1 above, and assume an hourly mix using the levels indicated in the paragraph 3 above multiplied by the total hours as indicated in paragraph 5 below.
5. For the benefit of the bidders, it is estimated that 3 000 hours (the total hours can be more or less) will be used annually for the services required. The tables above should be based on the 3 000 hours, with separate quotes being requested for the special requests.