



REQUEST FOR INFORMATION (RFI)

ECIC011-2026/27

**BANKING SECTOR STUDY ON ATTRACTIVENESS OF EXPORT CREDIT AGENCY
(ECA) RISK COVER**

CLOSING DATE: 09 JULY 2026

TIME: 11H00 (SAST, OBTAINABLE BY DIALLING TELKOM ON 1026)

This document allows for filling of forms, please complete electronically by filling out the indicated sections below and choosing the relevant items on the dropdown areas. Once completed, you can convert the document into PDF and send via email (procurement@ecic.co.za) to ECIC.

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A. INTRODUCTION

1. Introduction

1.1 The Export Credit Insurance Corporation of South Africa (SOC) Limited (ECIC or Corporation)¹ is a self-sustained state-owned entity listed under Schedule 3B of the Public Finance Management Act 1 of 1999 (as amended) and established in terms of the Export Credit and Foreign Investments Insurance Act 78 of 1957 (as amended).

1.2 The mandate of ECIC is to facilitate and encourage South African export trade, by underwriting export credit loans and investments outside the country, to enable South African contractors to win goods and services contracts in countries outside South Africa. ECIC is a registered Financial Service Provider and is regulated by the Financial Sector Conduct Authority and Prudential Authority (FSP No: 30656). Currently exempted in terms of FAIS Notice 78 of 2019.

1.3 ECIC operates at the following address:

11 Byls Bridge Boulevard
Building 9, Fourth Floor
Highveld Extension 73
Centurion
0157

2. Purpose

2.1 ECIC requires information from potential service providers to conduct a banking sector study on attractiveness of Export Credit Agency (ECA) risk cover for cross-border transactions. The outcome of the market study would cover Basel III requirements on risk mitigation and the treatment of ECA paper including insurance policy, for purposes of capital relief in the context of promoting ECIC's competitiveness.

2.2 Similarly, ECIC requires information on ECA treatment claims processing in terms of waiting periods, claims payments, and any other claims processing features, as and when they arise.

2.3 **The purpose of this Request for Information (RFI) is an information gathering and market testing exercise, intended only to inform and assist the ECIC for further deliberation, budgeting and sourcing for a fit-for-purpose insurance management system.**

2.4 Potential suppliers who do not respond to this RFI **will not** be precluded from bidding in future open bid(s) issued by ECIC. Information provided in this RFI is for industry

¹ Further information on the ECIC can be found at www.ecic.co.za

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research only and will not be used to any respondent's advantage or disadvantage in future open tenders.

3. Enquiries

3.1 All enquiries regarding this RFI must be sent in writing to the Head of Procurement on/or before **30 June 2026** to the following email address:

procurement@ecic.co.za

3.2 All questions must reference specific paragraph numbers, where applicable.

3.3 ECIC will not entertain any enquiries regarding this bid sent to any other email address or received through any other means, except as instructed in paragraph 3.1.

3.4 All enquiries received by ECIC will be consolidated and responded to in one response, which will be published on the website of ECIC (www.ecic.co.za), next to the respective bid on **03 July 2026**.

4. Submission of responses

4.1 **This document allows for filling of forms, please complete electronically by filling out the indicated sections below and choosing the relevant items on the dropdown areas. Once completed, you can convert the document into PDF and send via email (procurement@ecic.co.za) to ECIC.**

4.2 Responses must be clearly marked for ease of reference.

4.3 All responses must be submitted on PDF format on/or before the closing date and time to the following email address:

procurement@ecic.co.za

5. Right of cancellation

5.1 ECIC reserves the right to discontinue the tender procedure at any stage and not continue with a Request for Proposal (RFP), Request for Bid (RFB) or Request for Quotation (RFQ). Responding to this RFI does not mean that the vendor will be requested to submit a formal RFP or RFB or RFQ.

6. Confidentiality

6.1 Any information relating to the submissions, through the process or otherwise shall be treated in strict confidence. In submitting a response, the responder agrees that it shall not be entitled to any information disclosed by another respondent to ECIC, which ECIC has determined to be of a confidential nature. The content and details of the evaluation of submissions will remain confidential to ECIC.

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7. Protection of personal information

- 7.1 ECIC recognises that when a Responder respond to this RFI, the Responder may provide personal information, which ECIC will process for the sole purpose of evaluating the Responder's response. By submitting its response in responding to this Request for Information, the Responder hereby provide its consent to the processing of its Personal Information by ECIC.
- 7.2 The following terms shall have the meaning ascribed to them:
- 7.2.1 **"Personal Information"** shall bear the same meaning as ascribed to it under POPI;
 - 7.2.2 **"POPI"** means Protection of Personal Information Act, No. 4 of 2013;
 - 7.2.3 **"Responsible Party"** shall bear the same meaning as ascribed to it under POPI; and
 - 7.2.4 **"bid"** means this Request for Information.
- 7.3 ECIC as the Responsible Party undertakes to:
- 7.3.1 comply with the provisions of POPI as well as all applicable legislation as amended or substituted from time to time;
 - 7.3.2 treat all Personal Information strictly as defined within the parameters of POPI;
 - 7.3.3 process Personal Information only in accordance with the consent it was obtained for, for the purpose agreed, as permitted by law;
 - 7.3.4 secure the integrity and confidentiality of any Personal Information in its possession or under its control by taking appropriate, reasonable technical and organisational measures to prevent loss, damage, unauthorised destruction, access, use, disclosure or any other unlawful processing of Personal Information;
 - 7.3.5 not transfer any Personal Information to any third party in a foreign country unless such transfer complies with the relevant provisions of POPI regarding transborder information flows; and
 - 7.3.6 not retain any Personal Information for longer than is necessary for achieving the purpose in terms of bid or in fulfilment of any other lawful requirement.
- 7.4 ECIC will ensure that all reasonable measures are taken to:
- 7.4.1 identify reasonably foreseeable internal and external risks to the Personal Information in its possession or under its control;

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- 7.4.2 establish and maintain appropriate security safeguards against the identified risks;
 - 7.4.3 regularly verify that the security safeguards are effectively implemented;
 - 7.4.4 ensure that the security safeguards are continually updated in response to new risks or deficiencies in previously implemented safeguards;
 - 7.4.5 provide immediate notification to the Responder if a breach in information security or any other applicable security safeguard occurs; provide immediate notification to the Bidder where there are reasonable grounds to believe that the Personal Information has been accessed or acquired by any unauthorised person;
 - 7.4.6 remedy any breach of a security safeguard in the shortest reasonable time and provide the Responder with the details of the breach and, if applicable, the reasonable measures implemented to address the security safeguard breach;
 - 7.4.7 provide immediate notification to the Responder where the Responder has, or reasonably suspects that, Personal Information has been processed outside of the purpose agreed to or consented to;
 - 7.4.8 provide the Responder, upon request, with all information of any nature whatsoever relating to the processing of the Personal Information for the purpose of the bid and any applicable law; and
 - 7.4.9 notify the Responder, if lawful, of receipt of any request for access to Personal Information, in its possession and relating to the Responder.
- 7.5 The Responder has the right to inspect the Personal Information processing operations, as well as the technical and organisational information security measures employed by the ECIC to ensure compliance with the provisions of this paragraph 7.

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B. REQUEST FOR INFORMATION RULES

8. Completeness

8.1 Respondents must check number of pages submitted and ensure that there are no missing pages or information. ECIC shall not accept any liability for any missing pages or information.

9. Costs

9.1 ECIC shall in no manner be responsible for any costs incurred by the Responder in preparation and submission of response in relation to this RFI.

10. Ownership of responses

10.1 All responses in response to this RFI, will become the property of ECIC.

11. Form of RFI

11.1 RFI documents must be completed by the Respondent in non-erasable, legible and ²visible ink.

11.2 Where the space provided in the RFI document is insufficient, separate schedules may be drawn up in accordance with the prescribed formats. These schedules must be bound with a suitable contents page and submitted with the RFI documents.

12. Signing of RFI

12.1 The RFI must be signed by a person who is duly authorised to do so.

13. Jurisdiction

13.1 This RFI and any subsequent tender and contract or order is governed by the laws of the Republic of South Africa.

14. Language

14.1 The RFI is drafted in English and any responses will be interpreted and construed in English.

14.2 All responses must be submitted in English language.

15. Gender

15.1 Any word implying any gender shall be interpreted to imply all other genders.

² Visible to human eye.

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16. Headings

16.1 Headings are incorporated into this proposal and submitted in response thereto, for ease of reference only and shall not form part thereof for any purpose of interpretation or for any other purpose.

17. Confidentiality

17.1 Any information relating to the submissions, through the process or otherwise shall be treated in strict confidence. In submitting a response, a Responder agrees that it shall not be entitled to any information disclosed by another respondent to ECIC, which ECIC has determined to be of a confidential nature, except instructed so by a court of law. The content and details of the evaluation of submissions will remain confidential to ECIC.

18. Disclaimer

18.1 The ECIC has produced this RFI in good faith. However, the ECIC, its agents and its employees and associates, do not warrant its accuracy or completeness. The ECIC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) for any incorrect or misleading information contained in this RFI due to any misinterpretation of this bid.

18.2 This RFI is solely for information gathering and not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the ECIC and the Responder.

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C. Request for Information

19. Background information

- 19.1 In providing insurance cover for exports and cross border investments, ECIC issues insurance policies to financial institutions and/or investors in foreign jurisdictions to cover political and/or commercial risk events. In the case of banks, ECA cover provides certain levels of capital relief based on several factors as stipulated in Basel.
- 19.2 ECIC requires information from providers with in-depth knowledge of ECA financing and bank risk return requirements.

20. Statement of need

- 20.1 ECIC requires information on availability of the service and the costs to provide required service, that must meet the following:
- 20.1.1 Bank capital relief considerations:
 - 20.1.1.1 Market research and recommendations on bank risk-return consideration:
 - 20.1.1.1.1 Bank risk considerations in using ECA cover.
 - 20.1.1.1.2 Bank return considerations in using ECA cover.
 - 20.1.1.1.3 ECA cover type and risk-return consideration.
 - 20.1.2 ECA claim processing considerations
 - 20.1.2.1 Market research and recommendations on ECA claim processing:
 - 20.1.2.1.1 Claim waiting periods.
 - 20.1.2.1.2 Claim payment process.

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D. Request for Information Response Instructions

1. This document allows for filling of forms, please complete electronically by filling out the indicated sections below and choosing the relevant items on the dropdown areas. Once completed, you can convert the document into PDF and send via email (procurement@ecic.co.za) to ECIC.

2. Contact Details:

Contact details	
Company Name:	
Contact Person:	
Position within the company:	
Email Address:	
Telephone Number:	
Physical address	
Company Website:	

3. Company Profile:

Please tell about your organisation														
Company Category: Which category best describes your organisation?	<table border="1"> <thead> <tr> <th>Company Category</th> <th>Staff Headcount</th> <th>Turnover</th> </tr> </thead> <tbody> <tr> <td>Large/Generic</td> <td>> 250</td> <td>> R50 m</td> </tr> <tr> <td>Qualifying Small Enterprise</td> <td>50 < 250</td> <td>≥ R10 m and ≤ R50 m</td> </tr> <tr> <td>Small Medium Enterprise (including Micro)</td> <td>0 < 50</td> <td>≤ R10 m</td> </tr> </tbody> </table>	Company Category	Staff Headcount	Turnover	Large/Generic	> 250	> R50 m	Qualifying Small Enterprise	50 < 250	≥ R10 m and ≤ R50 m	Small Medium Enterprise (including Micro)	0 < 50	≤ R10 m	
	Company Category	Staff Headcount	Turnover											
Large/Generic	> 250	> R50 m												
Qualifying Small Enterprise	50 < 250	≥ R10 m and ≤ R50 m												
Small Medium Enterprise (including Micro)	0 < 50	≤ R10 m												
	Please Choose (Dropdown)													
When was your company established?														
Total Number of Full Time Employees														
B-BBEE Contributor Level	Choose an item.													

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4. Questions

Please provide your firm's responses in a table format as set out below. Should your firm not provide the services questioned, indicate "N/A" in the response. You may provide additional information in your responses if the questions asked are limiting in nature

Question
Table 1 – Corporation
1. Provide your corporation's experience in conducting market research in the following:
1.1 The corporation's experience in conducting various market research in the Export Credit Agency sector
Response:
1.2 The corporation's experience in conducting various market research in the South African and International banking sector
Response:
1.3 The corporation's experience in conducting various market research in the insurance sector
Response:
1.4 The corporation's experience with banking capital requirements (Basel) and insurance capital requirements (Solvency Assessment and Management)
Response:
2. Indicate if it is envisaged to utilise services of any subcontractor in offering the required services. Provide the reasons for subcontracting.
Response:

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Question	
Table 1 – Corporation	
3. Indicate the governance that are in place to strengthen the corporation’s activities and assure independence on the services and advice provided to clients.	
Response:	
4. Provide any information that is required for this type of services that we might have missed.	
Response:	

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Question	Response
Table 2 – Consulting Team	
<p>1. How many individuals will be, and the locations of the team, performing the study?</p>	
Response:	
<p>1.1 The joint years’ experience of the team that will be performing the study</p>	
Response:	
<p>1.2 The timeline to complete this type of study</p>	
Response:	

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Question	Response
Table 3 – The Market Study	
1. Provide detail on the research method that will be applied to successfully complete this study	
Response:	
2. Provide any information that is required for this type of services that we might have missed.	
Response:	

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5. Tendering:

Q5.1.	What would encourage or prevent you from submitting a proposal for the upcoming bid for the provision of Independent banking sector study on attractiveness of Export Credit Agency (ECA) risk cover for cross-border transactions?
Answer:	
Q5.2.	What are the “must haves” that need to be included in any tender specification in order for you to be able to provide a service to ECIC?
Answer:	

6. Additional Information:

Additional Information:	
Q6.1.	Are there any other areas of interest that we have not addressed in this RFI that you wish to mention?
	Please provide any additional commentary, insights, lessons learnt, views or suggestions that may be relevant to ECIC in this RFI process.
Answer:	

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Annexure B: Pricing Template/Example

1. Please differentiate between variable and fixed costs, where applicable.
2. Provide an estimation of the costing to provide mentioned services, split per activity/deliverable/section of work.

Pricing:	Once off (In South African Rands)
1. Market research and recommendations on bank risk-return consideration	
2. Market research and recommendations on ECA claim processing consideration	
Total excluding VAT	
Value Added Tax (at 15% where applicable)	
Total including VAT	

3. Also indicate the hourly rates applicable, per resource seniority level, for the presentation of the Market Study to the governance committees of the Corporation.

Hourly rates in South African Rands (including VAT)	Executive Management Committee	Board sub-Committee	Board
1. Senior level: Director/Partner			
2. Manager level: Senior Associate/Researcher			
3. Analyst level: Junior Associate/Researcher			

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- 4. **The information provided above will be utilised for budgeting and sourcing strategy purposes.**

I, the undersigned (name) _____ certify that the information furnished on this checklist is true and correct.

Position/Title of declarer			
Name of responder (Entity Name)			
Signature of declarer		Date of signature	