

RESELLER OPPORTUNITY- HILTI

Ivanplats is committed to local development through procurement and/or supplier development opportunities.

An opportunity has been identified to assist a local entrepreneur with entering into a reseller arrangement with a global supplier.

PACKAGE NUMBER	PACKAGE DESCRIPTION
ESD 015	Hilti- Supply of Various small tools and anchor systems

REQUEST FOR EXPRESSION OF INTEREST

Hilti stands for innovation and direct customer relationships. About 33,000 employees around the world, in more than 120 countries, contribute to making our customers' work more productive, safer and more sustainable. We do this with our hardware, software and service offering.

With roughly 280,000 customer contacts each day, many ideas come directly from our customers. If there is a challenge for which no Hilti solution exists, one will be developed. This is why we invest approximately 6 percent of sales each year in research and development. From product development to manufacturing, logistics, sales and services, we cover the entire value-added chain.

Founded in 1941 by brothers Eugen and Martin Hilti, our company builds on strong roots and continuity. This long-term commitment has supported us in becoming a reliable partner for our customers and a trusted brand that they choose to work with. With our defined purpose of "Making Construction Better", we are committed to developing products and solutions that drive productivity, sustainability, and safety in the construction industry with our values of integrity, courage, teamwork and commitment at the base of everything we do.

Hilti's range of products includes, but is not limited to, Anchor Systems, Construction Chemicals, Cordless Systems, Cutting, Sawing and Grinding Tools, Direct Fastening and Drilling and Demolition equipment. Experience in these areas would be advantageous.

Introduction to reseller and development opportunity.

Hilti is seeking a Mokopane based reseller for its range of products and will provide ongoing technical training to assist in becoming familiar with its range of products.

Ivanplats (Pty) Ltd is issuing this Request for Expression of Interest on behalf of Hilti to attract interested Historically Disadvantaged South African (HDSA) suppliers and individuals that meet the minimum standards required by Hilti.

1. GENERAL DESCRIPTION OF THE REQUIREMENTS AND TIMELINES

Identification and selection of suitable Joint venture partner for Velar Petroleum.

DESCRIPTION	END
Closing Date	8 March 2024
Shortlisting and Interviews	22 March 2024
Selection and Award	29 March 2024

2. SHORTLISTING PROCESS:

The following process will be followed to evaluate and select the preferred candidate:

- **Documentation review**- kindly ensure that **all** requested documentation is submitted and is legible. Should you require assistance with the copying or scanning of your documents, kindly visit the Ivanplats Cyber Centre at X1 for assistance.
- Shortlisted candidates will be further required to undergo the following process:
 - Panel Interview with representatives of Ivanplats and Hilti.
 - Full credit, criminal and qualification review

3. RESPONDING TO THE EXPRESSION OF INTEREST

3.1. Completed and Signed Letter/Expression of Interest with required documentation.

3.2. Should you not hear from Hilti within 30 days of the closing date, kindly consider your application unsuccessful.

Note, this Request for Expressions of Interest does not amount to any contractual obligation on the part of Hilti and or Ivanplats to enter into any agreement with any applicant.

Hilti reserves the right to cancel, suspend, or withdraw the Request for Expressions of Interest process at any time and will not be responsible for any costs incurred by potential responders. The prospective supplier/candidate is responsible for all costs associated with the preparation and submission of their Expression of Interest.

If any criteria within the Expression of Interest submission are determined to be non-compliant, the submission will not be processed. If, however, the Supplier/Candidate declares its non-compliance and offers an alternative solution that is acceptable, this may be considered. Any information and/or documentation given and later found to be incorrect shall lead to disqualification of the prospective Supplier/ candidate.

This document does not entail or imply any commitment on the part of Hilti and or Ivanplats, either financial or otherwise, nor shall it be considered a specific invitation to tender. This does not represent or constitute any obligation or commitment by Hilti or Ivanplats to enter into any agreement with any person, entity or organization.



Canvassing will lead to automatic disqualification of the prospective Supplier / Candidate

In the event that any information furnished is incorrect, inaccurate, misleading, or amounts to a misrepresentation of whatsoever nature, Hilti reserves the right, exercised in its sole and absolute discretion, to cancel your submission or take other appropriate legal action against your enterprise.

Hilti confirms it has not appointed or mandated any other agents or representatives to perform juristic or any other acts on behalf or in the name of Hilti and will not be held responsible for any expectations or obligations arising from agreements entered into between a third party and an unlawful representative acting as an agent.

4. Queries and Correspondence

4.1. All correspondence must indicate the above-mentioned Hilti Reseller Opportunity.

4.2. Any queries or clarifications shall be requested in writing via e-mail, to ivpesd@ivanplats.com

Closing Date: 8 March 2024

Please submit Expressions of Interest and all supporting documentation to the:

Tender Box at X1 at the Ivanplats Mine Gate / Security. Please mark Hilti Reseller Opportunity.
Att: ESD Department

Late submission will not be acceptable. Any application(s) received after the closing date will be considered late and will be excluded.

Vendors/candidates who do not match the requirements will be excluded from the shortlisting and interview process. Priority will be granted to qualifying suppliers.

No email submissions will be accepted under any circumstances.

