

January 2025

## **REQUEST FOR PROPOSAL AND QUOTATION**

### **COSTING AND PRICING TRAINING**

#### **WHO WE ARE:**

Zevoli Growth Partners assists corporates and MSME to unlock 'shared value' through custom built small business development programmes and initiatives that create the gateway to sustained participation in the formal economy for the selected MSMEs.

We focus on MSMEs in rural, peri-urban and township areas, geographies where MSMEs often struggle to transition from development to access to markets as suppliers of corporates with a local presence in the communities in which they operate.

Zevoli is a Level 1 B-BBEE 100% black female owned enterprise that has been operating since 2014.

#### **RFQ INTRODUCTION:**

Zevoli Growth Partners endeavours to build a supplier database/panel of suppliers for its programmes. Because we run numerous programmes for multiple clients simultaneously, there is a high need to have a set of service providers that service us and our businesses to an agreed upon standard.

With that said, Zevoli seeks quotations from experienced service providers to deliver a Learning and Development Programme for logistics-focused Small, Medium, and Micro Enterprises (SMMEs). The programme aims to equip participants with essential management and operational skills to enhance their efficiency and competitiveness in the logistics sector.

#### **SCOPE OF WORK:**

The selected service provider will design and implement a comprehensive training programme that addresses the following areas:

1. **Understanding Cost Structures:** Breakdown of fixed, variable, direct, and indirect costs.
2. **Pricing Strategies:** Methods for pricing products or services, including value-based, competition-based, and cost-plus pricing.
3. **Break-even Analysis:** Calculation of break-even points to inform decision-making.
4. **Profit Margins:** Techniques for optimizing profit margins while maintaining market competitiveness.
5. **Market Dynamics:** How market demand, competition, and customer perceptions influence pricing.
6. **Tools for Costing and Pricing:** Introduction to templates, software, and methodologies for accurate costing and pricing.
7. **Scenario Planning:** Practical exercises to evaluate pricing scenarios and forecast financial outcomes.

The training must be tailored to the participants' needs and focus on practical applications to their respective industries or business models.

The training programme must include:

- **Customized Content:** Designed to address the specific challenges and opportunities of the target group.
- **Interactive Learning:** Group discussions, case studies, and hands-on exercises.
- **Practical Tools:** Templates, pricing calculators, and guidelines to assist in real-world application.
- **Certification:** Certificates of completion for all participants who meet the training requirements.
- **Post-training Support:** Follow-up sessions or resources to reinforce learning and implementation.

#### **DESIRED OUTPUT:**

The desired outcome of this training programme is to equip participants with the skills and tools to accurately calculate costs, set competitive prices, and improve their business profitability. By the end of the training, participants should:

- Be able to differentiate between various types of costs and understand their impact on pricing.
  - Develop and implement effective pricing strategies tailored to their market and customer base.
  - Use provided tools to calculate break-even points and forecast profitability.
  - Apply scenario planning to adapt pricing strategies in response to market changes.
- This programme aims to foster sustainable business growth through informed financial decision-making.

#### **PRICING**

- All prices must be per unit/per beneficiary/delegate
- Please separate services to enable the choosing of items.

#### **SUBMISSIONS REQUIREMENTS:**

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##### **MANDATORY SUBMISSIONS REQUIREMENTS:**

1. Business profile or portfolio.
2. Proposal based on the required scope(s) of work.
3. Detailed quotation.
4. Company Registration number.
5. Tax PIN document.
6. Identity Document of the owner/director.
7. BEE Rating Certificate / Affidavit.
8. Bank letter verifying banking details.

##### **SUBMISSIONS MAY ALSO INCLUDE:**

1. Business organogram.
2. Assigned team biographies.
3. References.

4. Other documents to showcase capability, capacity, skills and experience.

#### **TIMELINES**

1. Proposal and quote submission deadline: **17 February 2025**
2. All responses to this RFP must be submitted via email to [procurement@zevoligp.com](mailto:procurement@zevoligp.com) on or before the submission deadline.
3. Shortlisting: We will contact you if you have been shortlisted. If you are not contacted within 2 weeks after submission, please accept that you have unfortunately not been shortlisted.

Please do not hesitate to contact us if you have any questions or need any additional information.

Thank you and kind regards,