

## Southern African Institute of Government Auditors (SAIGA)

### REQUEST FOR PROPOSALS (RFP)

#### Resource Mobilisation Services (Commission-Based)

#### 1. Introduction

The Southern African Institute of Government Auditors (SAIGA) invites proposals from suitably qualified individuals or organisations to provide resource mobilisation services.

This Request for Proposals (RFP) seeks to identify a resource mobiliser who will support SAIGA in securing funding, partnerships, sponsorships, and other revenue-generating opportunities to strengthen and expand the Institute's programmes and strategic initiatives.

#### 2. Background

SAIGA is a non-profit professional body established in 1988 to serve the public interest by advancing public accountability and auditing in the public sector. The Institute represents professionals holding the Registered Government Auditor (RGA) designation and plays a key role in professional certification, research, and capacity development within the public sector auditing and accounting environment.

Through its programmes and partnerships, SAIGA supports the development of ethical and competent public sector professionals and contributes to strengthening governance, accountability, and financial management.

To further support its mandate and strategic objectives, SAIGA seeks to expand its funding and partnership base by appointing a resource mobilisation specialist.

#### 3. Objectives of the Assignment

The primary objective of this assignment is to secure financial and strategic support for SAIGA programmes and initiatives through targeted resource mobilisation efforts. The appointed resource mobiliser will be responsible for identifying, developing, and securing funding and partnership opportunities that support SAIGA's work in professional development, research, public sector accountability, and capacity building.

#### 4. Scope of Work

The successful bidder will be expected to:

- Identify potential funding opportunities from donors, sponsors, development partners, corporations, and public sector institutions.

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5 Bauhinia Street, Techno Park Centurion, 0157

##### Postal Address

PO Box 36303, Menlo Park,  
0102, South Africa



- Develop and submit funding proposals, sponsorship proposals, and partnership concepts aligned with SAIGA's mandate and programmes.
- Engage with potential partners to secure financial support for SAIGA initiatives, events, research programmes, and professional development activities.
- Facilitate strategic partnerships that contribute to SAIGA's long-term sustainability and programme growth.
- Provide periodic updates on potential funding opportunities and progress on mobilisation efforts.

## 5. Remuneration

The engagement will be commission-based.

The successful candidate or organisation will receive an agreed percentage of funds successfully secured for SAIGA through their efforts. No fixed retainer or salary will be paid. The commission percentage will be negotiated and finalised as part of the contracting process.

## 6. Eligibility and Experience

Proposals are invited from individuals or organisations with:

- Demonstrated experience in fundraising, resource mobilisation, sponsorship acquisition, or partnership development.
- A track record of successfully securing funding, sponsorships, or strategic partnerships.
- Strong proposal-writing and stakeholder-engagement capabilities.
- Understanding of the public sector, governance, or professional services environment will be advantageous.

## 7. Proposal Requirements

Interested bidders must submit a proposal including:

- A profile of the individual or organisation.
- Relevant experience and examples of previously secured funding or partnerships.
- A proposed resource mobilisation approach or strategy.
- Proposed commission structure (percentage of funds secured).
- Contact details.

## 8. Evaluation Criteria

Proposals will be evaluated based on the following criteria:

- Relevant experience in fundraising and resource mobilisation.
- Demonstrated track record of securing funding or partnerships.
- Understanding of SAIGA's mandate and the public sector environment.
- Quality and feasibility of the proposed mobilisation approach.
- Proposed commission structure.

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## 9. Timeline

The anticipated timeline for this RFP process is as follows:

- Deadline for submission of proposals: 7 April 2026
- Should you not receive feedback a month after the closing date, consider your application unsuccessful.

## 10. Submission of Proposals

Proposals should be submitted electronically to:

- Email: [support@saiga.org.za](mailto:support@saiga.org.za)
- Subject line: RFP – Resource Mobilisation Services
- Late submissions will not be considered.

All enquiries regarding this RFP should be directed to:

Contact Person: Thando Bobo

Southern African Institute of Government Auditors

Email: [support@saiga.org.za](mailto:support@saiga.org.za)

Telephone: 012 004 0741

## 11. Disclaimer

SAIGA reserves the right not to appoint any service provider arising from this RFP and is not obliged to provide reasons for its decision.

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