

REQUEST FOR PROPOSAL

(RFP Reference Number: FSTC – 2026/01)

**Request for Proposal (RFP): Provision of Training Services:
Introduction to the Financial System & Financial Markets.**

OPENING DATE: MONDAY, 12 OCTOBER 2026

CLOSING DATE: FRIDAY, 23 OCTOBER 2026

TIME: 16h00

1. Background

The Financial Sector Transformation Council (FSTC) is a non-profit organisation mandated in accordance with the Financial Sector Code (FS Code), gazetted under Section 9 (1) of the Broad-Based Black Economic Empowerment (B-BBEE) Act 53 of 2003 as amended by Act 46 of 2013, to drive and measure transformation within the financial services sector of South Africa.

The FSTC's current workforce possesses strong experience in public policy, policy advocacy, and B-BBEE advisory. To ensure that staff members also possess a solid foundational understanding of the broader financial services sector, the FSTC intends to appoint an accredited learning provider to deliver an "Introduction to the Financial System" training intervention.

2. Objective of the Assignment

The primary objective of this Request for Proposal (RFP) is to appoint an accredited training service provider to design and deliver a practical, foundational training programme on the financial system and financial markets. The program must accommodate a mixed-experience cohort (15–20 participants), bridging knowledge gaps between general financial market mechanics and the transformation/regulatory environment in South Africa. The programme must therefore integrate financial-services fundamentals, the South African financial-sector context, the FSTC context, and an introductory component on the FS Code.

3. Scope of Work

3.1 Target Audience & Delivery Model

- **Cohort Size:** 15 to 20 staff members (including upcoming 2027 intake).
- **Cohort Profile:** Mixed levels of financial-services exposure, ranging from policy/transformation specialists to personnel requiring foundational financial literacy.
- **Delivery Format:** Face-to-face, facilitator-led training (with provision for virtual/hybrid sessions if necessary).

3.2 Core Curriculum & Content Requirements

The training content must cover, at a minimum, the following thematic areas:

- **The Financial System:** What a financial system is, how money flows between savers, borrowers, and investors, and why financial intermediation matters.
- **Financial Institutions:** Banks, insurers, pension funds, investment managers, stock exchanges, fintechs, and development finance institutions.
- **Financial Markets:** Money markets, capital markets, foreign exchange, bond markets, and securities trading at a high level.
- **Financial Inclusion and Transformation:** Access to finance, financial literacy, B-BBEE and the Financial Sector Code, why transformation matters in South Africa and the context of inclusive economic growth as a driver.
- **The legislative and regulatory landscape applicable to the financial sector:** The roles of policymakers and regulators, e.g. the South African Reserve Bank, Prudential Authority, Financial Sector Conduct Authority, National Treasury, National Credit Regulator, and how regulation protects consumers and supports financial stability.

- **Consumer Protection:** Treating Customers Fairly, Protection of Personal Information Act, complaints mechanisms, ethical conduct and the role of Ombuds.
- **Technology and Innovation:** Digital banking, mobile payments, fintech, AI, cybersecurity, and emerging trends.
- **The Financial Sector as a Driver of Inclusive Economic Growth:** Connecting the financial system to South Africa's National Development Plan, skills development, transformation objectives, sustainable finance (ESG), and public-private partnerships.

3.3 Learner Support, Assessment & Impact Measurement

- **Pre-Assessment:** Baseline assessment prior to training to identify existing knowledge gaps.
- **In-Class Activities & Support:** Facilitated, scenario-based learning and exercises (>90% in-class or face-to-face completion).
- **Post-Assessment:** Evaluation of knowledge retention and capability uplift post-training.
- **Impact Reporting:** Consolidated impact assessment report summarizing capability baseline shifts, key findings, and recommendations for potential Phase 2 role-specific training, where applicable.

4. Deliverables

- Pre-training baseline assessment and analysis report.
- Comprehensive learner study materials, handbooks, and practical exercise templates.
- Workshop led by qualified facilitators.
- Post-training assessment and evaluation.
- Consolidated Impact Assessment Report (including pre/post comparative analysis and Phase 2 capability development recommendations, where appropriate).
- Certificates of completion / accredited skills programme statement of results issued to successful candidates.

5. Timelines & Execution

- **RFP Award Date:** November 2026
- **Pre-Assessment & Preparations:** Early 2027
- **Training Implementation:** Q1 2027 (to align with the FSTC's 2027 recruitment plan and operational schedule)

6. Eligibility and Qualification Requirements

Interested service providers/institutions must demonstrate:

- **Accreditation:** Registration with a relevant SETA (e.g., FASSET) and SAQA-aligned skills programme offerings (preferably NQF Level 5 or 6).
- **Experience & Track Record:** Minimum of 5 years' experience in delivering financial services, financial markets, or banking training to corporate/public sector organizations.
- **B-BBEE Status:** Preference will be given to high B-BBEE contributor levels (e.g., Level 1 / Level 2).

- **Location:** Facilitators must be within the Gauteng province or able to commute at their cost, for face-to-face delivery.
- **Independence:** Provider must maintain independence and be free from conflicts of interest.

7. Submission Requirements

Proposals must include the following components:

7.1 Technical Proposal

- Detailed curriculum and/or course outline matching or exceeding the scope of work.
- Delivery methodology, learner support model, and assessment framework.
- Company profile, proof of accreditation, and B-BBEE certificate/affidavit.
- Resumes and/or CVs of key facilitators.
- Sample of impact report or references from previous corporate clients.

7.2 Financial Proposal (Quotation)

- All-inclusive pricing per delegate and total cohort investment (VAT inclusive and exclusive).
- Breakdown of costs including facilitation, materials, assessment, and reporting.

8. Submission Details & Enquiries

- **Submission Address:** Bids must be submitted electronically to: vutlharis@fstc.org.za
- **Closing Date:** 23 October 2026 at 16h00
- **Enquiries:** Written enquiries may be directed to Vutlhari Shihundla (vutlharis@fstc.org.za).

Disclaimer & Notice

- *This RFP does not constitute an offer of employment or contract by the FSTC.*
- *No contractual relationship is established until a formal service level agreement is signed.*
- *FSTC reserves the right to amend, withdraw, or cancel the RFP process at its discretion.*
- *Non-compliance with submission instructions will result in automatic disqualification.*
- *The service provider shall bear all costs of preparation and submission.*
- *By submitting information, the service provider consents to the processing of personal information in terms of the Protection of Personal Information Act (POPIA), No. 4 of 2013, and indemnifies the FSTC against any claims arising from non-compliance.*