



SOUTH AFRICAN BROADCASTING CORPORATION LIMITED

**BIDDERS ARE REQUIRED TO TREAT THE DETAILS OF THIS
PROPOSAL AS CONFIDENTIAL**

REQUEST FOR PROPOSAL (RFP)

RFP NUMBER: AUGUST 17 – SABC LIVE BOXING

RFP TITLE: SABC LIVE BOXING TENDER

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RFP TITLE: SABC LIVE BOXING TENDER

EXPECTED TIMEFRAME

BID PROCESS	EXPECTED DATES
RFP Publication Date	7 August 2017
Briefing Sessions/RFP Roadshow	Gauteng – 10 August 2017 East London – 14 August 2017 Port Elizabeth – 15 August 2017 Cape Town – 16 August 2017 Durban – 17 August 2017 Nelspruit – 21 August 2017 Polokwane – 22 August 2017 Kimberley - 23 August 2017 Bloemfontein – 24 August 2017 North West – 25 August 2017
Closing Date	4 September 2017 at 1200hrs
Tender Validity Period	180 days

The Corporation retains the right to change the timeframe whenever necessary and for whatever reason it deems fit.

IT SHOULD BE NOTED THAT LATE BIDS WOULD NOT BE ACCEPTED.

MANDATORY CRITERIA (Test For Responsiveness)

- 1) Valid Tax Clearance Certificate & Tax Compliance status (PIN)
- 2) Valid TV Licences (for the company and/or for all the company directors where applicable). Verification will be done by SABC TV Licences Department
- 3) Detailed Tournament Proposal indicating which province one is bidding for.
- 4) Full Tournament Budget with all line items clearly outlined
- 5) Company Profile including Central Supplier Database Registration Number and in Good Standing
- 6) Clearance letter from Boxing South Africa issued after 7 August 2017 for local bouts

- 7) Clearance Letter from relevant international body for international flights
- 8) Audited company financial statements not older than 12 months/Stamped Bank Statement for the past 3 months

N.B: Failure to submit any of the above documents will lead to disqualification

COMMUNICATION

Respondents are warned that a response will be liable to disqualification should any attempt be made by a bidder to either directly or indirectly canvass any officer(s) or employees of the SABC in respect of a Bid, between the closing date and the date of the award of the business.

A respondent may, however, **BEFORE THE CLOSING DATE**, direct any enquiries relating to the RFP to the SABC official Contact Persons as indicated on this RFP.

The closing time for clarification of queries is three **(3)** days before the deadline for Bid submission and all queries should be submitted via email MtembuMN@sabc.co.za

DOCUMENT A

CONDITIONS TO BE OBSERVED WHEN BIDDING

1. LODGING OF PROPOSALS

1.1. In order for a proposal to be considered and evaluated, ALL documents requested and information required, ***without exception***, must be provided by the deadline. The key documents and information required are stated below. Failure to give all the necessary information and documents or the furnishing of any false or misleading statement will disqualify the proposal from being considered.

1.2. **FIVE COPIES** of the Proposal must be submitted. **ALL INFORMATION MUST BE TYPED IN ENGLISH.** Handwritten submissions will not be accepted.

1.3. SUBMISSION FORM

- ALL details must be completed on the Submission Form
- Please note that the synopses of your Proposal and Company Profile *do not replace* a fuller treatment within the body of the Proposal.
- The Submission Form must be attached at the front of each copy of the Proposal.

1.4. COMPANY PROFILE

The Company Profile should include ownership, **all** stakeholders, B-BBEE profile and policy as well as CVs of team members who will work operationally on the project.

USE OF CONTENT ON OTHER PLATFORMS

The trend internationally is to commission content that has the rights cleared and is best suited for a variety of the new digital platforms such as DTT, DTH, WebTV, IPTV, HbbTV and OTT. The SABC reserves the right to use content generated from the tournament to:

- *generate additional income*
- *create compelling content*
- *increase interaction with its audiences (typically using 2nd screen applications and functionality) and increasing the competitiveness and financial viability of the commissioned property.*

2. BUDGET

2.1. **A FULL tournament budget must be submitted showing all line items in tabular form**

2.2. All tournament budgets are subject to evaluation by **SABC Finance Department** and reconciliation of spend will be done before final payments are made.

3. SUBMISSION AGREEMENT FORM

- 3.1. The Submission Agreement Form should be read, understood and signed.

4. PROPOSAL FORMAT

- 4.1. Proposals must be presented on **A4 paper in Portrait format**, stapled in the top left-hand corner.
- 4.2. Do not waste your money on expensive bindings, cardboard backings and plastic covers! These are simply removed as the Proposals are collated, photocopied and bound into book format for the short listing process.
- 4.3. **FIVE copies** of each proposal must be sealed securely in **one envelope**, with the **identification label** attached to the **outside** of the envelope
- 4.4. All proposals should be dropped off into the tender box at the following SABC Offices:
- a) Gauteng – SABC Radio Park Tender Box, Entrance 2, Auckland Park
 - b) Western Cape – SABC Main Reception Sea Point
 - c) KwaZulu-Natal – SABC Durban Office
 - d) Mpumalanga – SABC Nelspruit Office
 - e) Limpopo – SABC Polokwane Office
 - f) Free State – SABC Bloemfontein Office
 - g) North West – SABC Mafikeng Office
 - h) Eastern Cape – SABC Port Elizabeth Office
 - i) Northern Cape – Kimberley Office

Proposals maybe couriered to:

***TV Commissioning Unit
SABC TV Park
9th Floor, Cnr Henley & Artillery Rds
Auckland Park, 2006***

Mark to the attention of: MPHONYANA MTEMBU

COURIERED PROPOSALS SHOULD REACH THE SABC BEFORE THE CUT-OFF DATE.

- 4.5. All proposals must be deposited into a Bid box on the **date stipulated** in the RFP between **09h00 and 12h00. Late submissions will not be accepted.**
- 4.6. Proposals sent by mail or courier are at producer's own risk, the broadcaster will not take responsibility for any lost proposals. Couriered proposals must reach the broadcaster before the cut-off date and it is the producer's responsibility to ensure that this happens.
- 4.7. RFP's may **NOT** be **faxed** or **emailed** to the SABC

5. CONFIRMATION OF RECEIPT

- 5.1. All valid RFP's received by the SABC will be issued with a RECEIPT NUMBER. Invalid submissions will not be returned to the producers
- 5.2. Producers must ensure that they receive a written confirmation for each valid individual RFP

6. PURCHASES FROM SABC EMPLOYEES, FORMER EMPLOYEES AND INDEPENDENT CONTRACTORS

- 6.1. The SABC shall not procure any goods, services, works or content from any employee or employee owned business, to ensure that suppliers competing for the SABC's business have confidence in the integrity of SABC's selection process.
- 6.2. The SABC shall not procure any goods, services, works or content from any Independent Contractor's owned business, to ensure that suppliers competing for the SABC's business have confidence in the integrity of SABC's selection process.
- 6.3. No former employees and SABC Board Members shall be awarded contracts with the SABC 12 months after resigning from SABC employment or not being engaged with the SABC.
- 6.4. Should former employees and SABC's Board members resign from the employment of the SABC or not being engaged with the SABC and become directors of other businesses tendering with SABC, such tender shall not be considered until the cooling off period of 12 months has expired.
- 6.5. The Group EXCO however reserves the right to waive clause 6.4 in special cases where it may decide to award contracts to staff as part of the SABC's BEE empowerment initiatives.

7. TERMS AND CONDITIONS FOR SUBMITTING PROPOSALS

- 7.1. Submission of proposals is based on the unconditional acceptance of all the terms and conditions contained in this document, and the proposer undertakes to be bound by all terms and conditions stated in this invitation.
- 7.2. Interested parties may respond to any of the tournament needs set out in the Request for Proposals. When more than one proposal is submitted, each proposal must be clearly marked and separate from any other.
- 7.3. Proposals submitted *without* a completed proposal submission form, submission agreement and a budget will not be processed for evaluation.
- 7.4. Late submissions WILL NOT BE ACCEPTED.
- 7.5. **SUBMISSIONS WILL NOT BE RETURNED TO PRODUCERS ONCE THE COMMISSIONING PROCESS IS COMPLETE.**
- 7.6. All unsuccessful submissions will be destroyed once the Commissioning process is complete.
- 7.7. All information on the proposal submission forms must be correct. Failure to submit correct information might lead to the submitter not receiving any response

8. COSTS OF THE PROPOSAL

- 8.1. All costs incurred in the preparation and submission of the proposals must be borne by the proposer. Under no circumstance will the SABC be liable for meeting any of these costs.

9. CONFIDENTIALITY OF INFORMATION AND PROPOSALS

- 9.1. Subject to the principle that the SABC may disclose such information as it considers necessary for the purpose of transparency and fairness, the Corporation will use its best endeavors to keep confidential the proposals which are submitted for consideration. However, the Corporation will not be liable for the disclosure of this information to any person who is not authorized to receive such information. See *Submission Agreement*.



DOCUMENT B

PROPOSAL SUBMISSION FORM

<i>BRIEF NO.:</i>	<i>LIVE BOXING</i>	<i>CODE:</i>	<i>BOXING</i>	<i>Channel:</i>	<i>SABC 2</i>
PROVINCE					
<i>Company Name:</i>					
<i>Contact Name:</i>			<i>Position</i>		
<i>Telephone :</i>			<i>Cell:</i>		
<i>e-mail:</i>			<i>Fax:</i>		
<i>Postal Address:</i>					
<i>Street Address:</i>					
PROPOSAL SYNOPSIS:					
<i>TOTAL BUDGET:</i>					
SYNOPSIS OF COMPANY PROFILE:					
(A) Number of Permanent Employees					
(B) Number of Permanent Black (African, Indian, Coloured) Male Employees					
(C) Number of Permanent Black (African, Indian, Coloured) Female Employees					
(D) % of Shareholders Equity owned by Black Males (African, Indian, Coloured)					
(E) % of Shareholders Equity owned by Black Females (African, Indian, Coloured)					
(F) % of Shareholders Equity owned by White Male					
(G) % of Shareholders Equity owned by White Female					
(H) Number of Black Creatives (African, Indian, Coloured)					
(I) Number of disabled employees					
<i>Company Registration Number:</i>					
<i>CSD Registration Number:</i>					
<i>Name:</i>			<i>Date:</i>		
<i>Signature:</i>			<i>Receipt Number:</i>		



PROPOSAL SUBMISSION AGREEMENT

1. OWNER OF NEW IDEA

SABC will receive only submitted material that is embodied in written form in hard copy. Facsimiles and e-mail submissions will not be considered. SABC will consider your submission only at your request and only with your assurance that to the best of your knowledge you are the sole originator of the idea and that you have the legal right to submit it to SABC for evaluation.

2. CONCEPTION BY SABC

SABC and its employees have many ideas of their own for the development of programs, some of which may be similar to yours. An idea that is new to you may be old to SABC, or similar, or identical ideas may be conceived independently. Accordingly, you hereby waive any claim that SABC misappropriated any ideas or portions of your submission in any activities in which SABC may engage in the future.

3. DISCLOSURE NOT CONFIDENTIAL

You acknowledge that SABC may disclose the idea to its employees, including freelance readers, to determine the value of the idea to the channel. It is understood that no confidential relationship is entered into by any reason of the consideration of your submission to SABC or by reason of any oral discussions between the SABC and yourself. The SABC however undertakes not to share your proposals with other independent producers.

4. MODIFICATION

The foregoing conditions may not be modified or waived except in writing signed by an officer of SABC.

5. LITIGATION

The SABC will not consider proposals from companies or individuals who are litigants against the corporation until those matters are finalized. It will still remain the SABC's right to determine whether or not to do business with such entities in future.

6. TERM

This Release shall be valid for a period of five (5) years from the date of signature and shall apply to any further ideas submitted by you to SABC during such Term.

I HAVE READ THE SUBMISSION AGREEMENT, AND I AGREE TO THE CONDITIONS CONTAINED THEREIN:

Print Name

Signature

Date:

IDENTIFICATION LABEL

(TO BE STUCK ON OUTSIDE OF ENVELOPE)

<i>BRIEF NO.:</i>	<i>LIVE BOXING</i>	<i>Code:</i>	<i>BOXING</i>	<i>Channel:</i>	<i>SABC 2</i>
<i>Receipt no:</i>					
<i>Working title:</i>					
<i>Company name:</i>					
<i>Co- production company <small>(if applicable)</small></i>					
<i>Contact name:</i>			<i>Position:</i>		
<i>Telephone:</i>			<i>Cell:</i>		
<i>e-mail:</i>			<i>Fax:</i>		
<i>Postal address:</i>					

DOCUMENT D



PRODUCTION COMPANY DECLARATION OF INTEREST

1. Any legal or natural person, excluding any permanent employee or Independent contractor of SABC, may make an offer or offers in terms of this Bid invitation. In view of possible allegations of favouritism, should the resulting Bid or part thereof be awarded to;
 - (a) any person employed by the SABC in the capacity of Bidder, consultant or service provider; or
 - (b) any person who acts on behalf of SABC; or
 - (c) any person having kinship, including a blood relationship, with a person employed by, or who acts on behalf of SABC; or
 - (d) any legal person which is in any way connected to any person contemplated in paragraph (a), (b) or (c), it is required that:

The Bidder or his/her authorized representative shall declare his/her position *vis-à-vis* SABC and/or take an oath declaring his/her interest, where it is known that any such relationship exists between the Bidder and a person employed by SABC in any capacity.

Does such a relationship exist? [YES/NO]

If YES, state particulars of all such relationships (if necessary, please add additional pages containing the required information):

NAME

.....

POSITION

.....

OFFICE WHERE EMPLOYED

.....

TELEPHONE NUMBER

.....

RELATIONSHIP

.....

2. Failure on the part of a Bidder to fill in and/or sign this certificate may be interpreted to mean that an association as stipulated in paragraph 1, *supra*, exists.
3. In the event of a contract being awarded to a Bidder with an association as stipulated in paragraph 1, *supra*, and it subsequently becomes known that false information was provided in response to the above question, SABC may, in addition to any other remedy it may have:

- recover from the Bidder all costs, losses or damages incurred or sustained by SABC as a result of the award of the contract; and/or
- cancel the contract and claim any damages, which SABC may suffer by having to make less favourable arrangements after such cancellation.

SIGNATURE OF DECLARANT

BRIEF NUMBER

DATE

POSITION OF DECLARANT

COMPANY NAME

DOCUMENT E

BID FORM

By signing the BID documents, the Bidder is deemed to acknowledge and accept that all the conditions governing this RFP, including those contained in any printed form stated to form part thereof and SABC Limited will recognize no claim for relief based on an allegation that the Bidder overlooked any such condition or failed properly to take it into account for the purpose of calculating Bidded prices or otherwise.

SIGNED at _____ this _____

day of _____ 2017.

NAME OF COMPANY _____

NAME OF THE SIGNATORY _____

CAPACITY: _____

Are you authorized to sign on behalf of the company (YES/NO) _____

WITNESSES:

1. _____

2. _____

BIDDER

SABC 2 LIVE BOXING TOURNAMENTS

1. EVALUATION CRITERIA

1.1 BBEE and Price

The tender responses will be evaluated on the 80/20 point system

1.2 Technical / Functionality Evaluation

1.2.1 The tender submission will be technically evaluated out of a maximum of **100**.

1.2.2 A pitching threshold of **65** out of **100** has been set to qualify for Price/B-BBEE evaluation criteria.

All bidders achieving less than the set threshold of 65% will be declared non-responsive.

1.3 Objective Criteria

1.3.1 *The SABC further reserve the right not to award this tender to any bidder based on the proven poor record of accomplishment of the bidder in previous projects within the SABC.*

1.3.2 The SABC reserve the right not to consider proposals from bidders who are currently in litigation with the SABC.

1.3.3 The SABC reserves the right to allocate a tournament date to more than one bidder. Selected parties shall agree to work together on the overall running of the event.

Bidders are encouraged to use the below evaluation criteria as a guide in the proposal that they will be submitting.

PITCH EVALUATION CRITERIA

Evaluation Criteria			Total
Promoter's Based In Province	YES - 10 points NO – 0 points		10
Rank of Main Fight	Provincial – 5 National – 10 International - 15		15
Rank of Main Supporting	Provincial – 5 National – 10 Women Bout - 10 International – 15		15
Sanctioning Body of Main Fight	Other eg. Elimination Title – 2 points Provincial Title – 5 points World Boxing Council – 7 points World Boxing Association – 7 points International Boxing Federation – 7 points World Boxing Organisation – 7 points International Boxing Organisation – 7 points African Boxing Union – 7 points Commonwealth Title – 5 points SA National Title – 10 points Women Title Fight – 10 points		10
Promoter's Experience <i>(Bidders must have proven experience over the years in Boxing and have contactable referrals)</i>	<1 reference letter – 5 marks 1-3 letters of reference – 7 marks > 4 letters of reference - 10 marks		10
Event Organisation & Marketing Plan	Logistics, Entertainment Value, Marketing, etc		10
Company Financial Stability	Bidders must be going concerns and directors must not be blacklisted. Bidders must provide proof of funds to cover part of the tournament: <30% of funds required – 3 marks 31%-49% of funds required – 7 marks > 50% of funds required - 10 marks		10
Quality of Proposed Venue	SABC may conduct venue inspections before award for unfamiliar venues. Evidence of tentative bookings must be provided.		10
Budget	Feasibility of budget and value for money for the broadcaster		10

Bidders who score less than the minimum threshold of 65% of the pitch score will not be evaluated for Price and B-BBEE.



REQUEST FOR PROPOSALS

FROM THE

**SABC SPORT
PROGRAMMING DEPARTMENT
AUGUST 2017**

REF NO.:	SABC LIVE BOXING 2017
BRIEF TITLE	SABC LIVE BOXING
CHANNEL	SABC 2
GENRE	Sport
CODE	Boxing
SERIES	<p>Live Boxing Tournaments – 2-hour stand-alone broadcast and event rights:</p> <p>1 Main Bout and 1 Main Supporting Bout (Bill to include a minimum of 4 Undercard bouts which will be recorded for broadcast)</p> <p>Proposal must have a Minimum 36 Rounds up to a Maximum of 44 rounds. Live boxing dates will be awarded for every last Friday of the month. Broadcaster reserves the right to change the date of broadcast.</p>
EDITORIAL GUIDE	<p>In the 50s boxing was the second most popular sport after soccer in black communities in South Africa. Boxing's mass popularity was also driven by other sports, i.e. soccer players and rugby players trained with boxers to enhance their fitness. There were popular political figures like Madiba who were known for their boxing skills in urban South Africa. When boxing became professional, it became gateway out of poverty. This was not unique to South Africa, in USA black boxers who were oppressed socially, economically and politically used it as a tool to also advance themselves.</p> <p>From the days of Jacob "The Zulu Kid" Ntuli the first black boxer to receive world acclaim, boxing became part of the social fabric of our country. Following in his footsteps were the likes of Welcome Ncita, Jackie Gunguluza, Vuyani Nene, Taptap Mathebula, Arthur Mayisela, Brian Mitchel, Dingaan Thobela, Baby Jake Matlala, Vuyani Bungu and many others who put South Africa on the world map.</p> <p>In the light of the above and after the last year and a half of live Boxing on SABC Television and Radio, the SABC are now in a position to issue out a Request for Proposals to ensure that Boxing has its rightful place in the Sport Broadcast arena.</p> <p>The SABC will continue the broadcast of Live Boxing once a month on SABC 2 and these tournaments must include;</p> <ul style="list-style-type: none"> • 1 Main Bout – (Live Broadcast) • 1 Main Supporting Bout – (Live Broadcast) • A minimum of 4 undercard bouts with at least two being women bouts which will be recorded for later broadcast. <p><i>(The compulsory inclusion of two female bouts in the undercard bouts should not be misconstrued to mean women may not be included as part of the Main Title and Main Supporting Bouts)</i></p>

The awarding of dates will be a monthly allocation as awarded through the tendering procurement process to ensure fairness and transparency to all promoters nationally

- Promoters must demonstrate the ability to promote either world, international, national and other bouts and have a proven track record in boxing.
- Dates will be issued according to the pre-approved provincial schedule but are subject to change depending on the broadcaster's needs and circumstances.

RFP CONDITIONS

- All boxing bouts must be sanctioned by Boxing SA.
- International bouts must be sanctioned by the legitimate world bodies and also have the approval of Boxing SA.
- Licensee must be in good standing with BSA and not undergoing any serious disciplinary proceedings by BSA (if so, licensee must disclose)
- Promoters are free to tender for dates and venues outside their region, however, preference will be given to those promoters residing in provinces that are scheduled to host the tournament for the particular month
- For broadcasting purposes, promoters may be required to have existing contracts with the boxers (main and main supporting bouts) at least 90 days before day of proposed broadcast.
- Proposals submitted may be themed according to the month commemorating a significant milestone in South African History.
- The value of the fight/fights per tournament will determine the fee that the SABC will pay the promoter for broadcast rights.
- The proposal submitted must be a compelling broadcast for the SABC to drive audiences and revenue. (ie value of fight, credible guest list, entertainment, etc)
- The promoter must demonstrate an ability to tell the story

of the boxer and other key participants related to the bout.

- Promoter must work closely with the SABC production team to profile the boxer and other key participants related to the bout.
- The quality of the bout must demonstrate credible match-making
- Proposal must have a clear communication and marketing plan that will drive publicity for the event
- Venues must meet broadcast standards and ideally a high profile venue should be secured
- Proposal should detail the approach i.e. Box and Dine where a high profile tournament is being staged or alternatively just broadcast coverage.
- Promoters who demonstrate their boxing development plan to grow the stature of the identified local boxer/boxers may be awarded extra points.
- Promoters who may want to have additional sponsors on board must disclose all such sponsors who will then have separate contracts with the SABC.

Key Requirements for International Tournaments

- Promoters must be able to demonstrate the ability to promote international bouts and have a proven track record of promoting International bouts.
- Promoters should have an International Category License and relevant supporting letter from the sanctioning body
- Bouts must be sanctioned by the legitimate world bodies and also have the approval of Boxing SA.
- Venues must meet SABC broadcast standards.
- Promoters must provide a marketing plan for tournament

<p>TECHNICAL SPECIFICATIONS – (Responsibility of the promoter chosen for the event)</p>	<p>Venue – must among other things have:</p> <ul style="list-style-type: none"> • To meet live broadcast specifications to accommodate ring, lighting, camera positions, etc • Cater for the attendance of high profile celebrities and dignitaries • Adequate lighting and branding • Adequate and functional ablution facilities (toilets, water, etc) • TV, Media, VIP and General Parking areas • A functional power supply system • Proper and credible scaffolding • An approved boxing ring and other requirements that meets world-class standards • A good quality PA System • Relevant music and anthems • Relevant flags – for international fights • A clearly demarcated floor plan showing different seating categories • Adequate private security as well as South African Police Service clearance and/or details • Ring ladies • Announcer(s) platform <p>Promoters should also be able to:</p> <ul style="list-style-type: none"> • Provide media access to boxers – at least 2 weeks before to the fight • Provide inspection of venue before award as well as provide confirmation of booking of venue • Contact details of Fighters • High resolution passport-sized pictures of the boxers • Provide plan with other partners eg. Provincial governments and other commercial partners • Provide fight card to the broadcaster at least 90 days in advance and update the broadcaster as soon as there are changes to the bill • Organise a press conference in advance – to launch the fight • Adhere to approved BSA Rules and Regulations two weeks prior • Arrange availability of venue at least 2 days before tournament to allow rigging of broadcasting equipment
<p>SUBMISSION REQUIREMENTS</p>	<ul style="list-style-type: none"> • Proposal must include the tournament bill and the event concept • A full budget of the tournament and a breakdown of the event cost drivers • Promotion company’s profile and professional biography
<p>LANGUAGE</p>	<p>All proposals must be typed and be in English.</p>
<p>PROPOSED TX DATES</p>	<p>As per attached dates in Annexure A below.</p>
<p>TENDER CLOSING DATE</p>	<p>04 September 2017 at 12 noon</p>

ANNEXURE A – PLANNED LIVE BROADCAST DATES AND VENUES

Date	Province
September 2017	Limpopo
October 2017	Free State
November 2017	Northern Cape
December 2017	KwaZulu-Natal
January 2018	Eastern Cape
February 2018	North West
March 2018	Western Cape
April 2018	Mpumalanga
May 2018	Gauteng
June 2018	KwaZulu-Natal
July 2018	Eastern Cape
August 2018	North West
September 2018	Limpopo

Note: Dates are only provisional and are subject to change during, before or after the award.

*****END OF DOCUMENT*****