



ATT: Izane Cloete-Hamilton
nFold Pty Ltd
Candlewood Street, Weltevredenpark

01 August 2024

To Whom It May Concern,

Reference Letter for nFold

I am writing to provide a reference for nFold, a valued partner of Afrirent Holdings for the past 12 months. As strategic tender, proposal, and pitch consultants, nFold has managed our large and complex bids. Their comprehensive support included bid win strategy, writing, design, critical reviews, compilation, and bid operational and project management for significant opportunities.

We have enjoyed collaborating with nFold on numerous bid management projects across diverse sectors. Their strategic insights, meticulous attention to detail, and calm demeanour under pressure set them apart. Additionally, their sense of humour, even in high-pressure situations, has made our interactions not only productive but also enjoyable.

Their gaming, hospitality, and fleet management expertise is particularly noteworthy. nFold has consistently demonstrated a deep understanding of these sectors' unique challenges and opportunities, allowing them to develop tailored bid strategies that have yielded impressive results. nFold has delivered bids for Afrirent Holdings by effectively analysing complex RFPs, conducting comprehensive market research, and developing persuasive proposals. Their bids, targeted at both public and private sectors, have consistently demonstrated innovation, strong visual appeal, and a clear articulation of high-value strategic solutions.

nFold's contributions have been pivotal in our projects, with bids valued between millions and tens of billions of rands. A prime example is a major bid for a public sector client in the gaming industry. This intricate project entailed nearly 100 lever arch files, ten wooden trolleys for transport and delivery, and collaboration with multiple partners across three countries. It demanded exceptional coordination and attention to detail.

nFold's commitment to excellence is evident in their proactive approach to bid management. Their team has proven to be highly responsive, adaptable, and collaborative throughout the bidding process. Through their strategic guidance and meticulous attention to detail, nFold has significantly enhanced Afrirent Holdings' bids. Their ability to build strong relationships with key stakeholders and manage complex bid timelines has been invaluable to our organisation. We have consistently been impressed by nFold's ability to deliver exceptional results while maintaining a strong focus on cost-effectiveness.

In conclusion, I highly recommend nFold to any organisation seeking strategic tender, proposal, and pitch consultancy services.

Should you require further information or wish to discuss nFold's contributions in more detail, please feel free to contact me.

Sincerely,

Eric Njuguna Programmes Manager

eric@afrirent.co.za

T: +27 12 880 0108

F: +27 86 095 0504

AFRIRENT (Pty) Ltd

Director: TM Tsabedze Reg. No. 2003/02346/07 VAT: 4340251455

Limeroc Business Park, Knoppieslaagte 385-Jr

Postnet Suite 390, Private Bag x132, Centurion, 0046, Pretoria, South Africa

T: +27 12 880 0108, F: +27 86 095 0504, E: info@afrirent.co.za, W: www.afrirent.co.za



A partner on your journey