

**REQUEST FOR
QUOTATIONS**

30 SEPTEMBER 2025

**REQUEST FOR QUOTATIONS TO DEVELOP
SUSTAINABLE FUNDING MODEL FOR RAILWAY
SAFETY REGULATOR**

1. Purpose

- 1.1. The Railway Safety Regulator (RSR) requires the services of service provider to develop sustainable funding model for Railway Safety Regulator.

2. Considerations/background

- 2.1. The Railway Safety Regulator (RSR) requires the services of a reputable service provider to assist it in assessing its current and, determining the appropriate new funding model to support its critical functions. The appointed bidder's work will be structured into two focused phases over a period not exceeding eight (8) weeks and, the proposals and recommendations should be made within the context of the National Railway Safety Act, 30 of 2024, the Public Finance Management Act (PFMA) and the current legislative environment that dictates the mandate and operations of the RSR.

3. Scope of work / Specification

Project Objective - To develop a sustainable, transparent, and legislatively sound funding model for the RSR that:

- Determines an optimal and justifiable revenue split between government grants, regulatory
- fees and non-core revenue streams.
- Creates new, principle-based fee models for accreditation services and new works reviews.

Scope of work (Deliverables)

Phase 1: Rapid Diagnostic and Cost Modelling

- A comprehensive review of the RSR's financial, legislative, and strategic documents.
- Facilitate interviews with the RSR executives, finance, legal, operational and strategy teams.
- Development of a functional, spreadsheet-based **cost allocation model** that accurately
- Separate costs into “regulatory oversight” and “support function” categories.

Phase 2: Funding Model Design and Implementation Roadmap

- A funding model report outlining the recommended funding model, its core principles, and the proposed revenue splits, detailing the approach for calculating fees for new revenue streams.
- A **implementation roadmap** to guide the RSR's internal team on execution.
- A **final presentation** for the RSR's EXCO, Audit Risk Committee and Board.

NB: The project is limited to 200 billable hours and project should not exceed eight (8) weeks.

4. Administrative / Compliance Requirements

- 4.1. Registration on National Treasury CSD report
- 4.2. Comprehensive quotation (prices must be VAT Inclusive)
- 4.3. Tax Pin & Tax clearance certificate
- 4.4. Fully Completed and signed Standard Bidding Documents (SBD) forms documents
- 4.5. A valid BBBEE certificate or sworn affidavit (on sworn affidavit indicate the day, month and year of the financial year period ie, 31 March 2022)
- 4.6. Valid company registration documentation that are issued by Companies & Intellectual Property Commission (CIPC)

- 4.7. A Copy of the identity document of the company owner(s)
- 4.8. Valid Medical Certificate
- 4.9. Valid South African Social Security Agency (SASSA) registration
- 4.10. Valid National Council for Persons with Physical Disability in South Africa registration (NCPDSA)

Failure to submit valid documents listed above (No - 4.5, 4.6, 4.7, 4.8, 4.9, 4.10) for proof of claim specific goals as stipulated in Section 6 below will lead to the service provider not being awarded points for specific goal.

5. Functionality Evaluation Criteria

- 5.1. The suitable service provider must demonstrate capacity and capability to execute this project by complying with the functionality criteria on the table below:
- 5.2.

NO	CRITERIA	POINTS
1	Proposed Methodology and Approach Work Plan and Timelines (Max 20 Points) <ul style="list-style-type: none"> An exceptional work plan that is detailed, innovative, and demonstrates a deep understanding of how to achieve the project's objectives = 20 Points A clear and well-structured work plan is provided, with logical activities = 15 Points A basic work plan is provided, but it lacks detail or alignment with the timeline = 5 Points The work plan is absent or illogical = 0 Points 	40

	<p>Understanding of Scope and Context (Max 20 Points)</p> <ul style="list-style-type: none"> • The proposal demonstrates an exceptional understanding of the legislative, financial, and political context, proactively identifying and addressing potential challenges = 20 Points • The proposal shows a good understanding of the project's scope, legislative context, and key challenges, with explicit references to the new Act and the PFMA = 15 Points • The proposal demonstrates a general understanding but lacks specific references to the Railway Safety Regulator Act, No.30 of 2024 or the Public Finance Management Act (PFMA) = 5 Points • The proposal contains fundamental errors in understanding the RSR's mandate, the new legislation, or the public sector context = 0 Points 	
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<p>2</p>	<p>Project Team and Expertise</p> <p>Service Provider's project team qualifications and experience.</p> <p>Enclosure:</p> <ul style="list-style-type: none"> • Copies of CVs. Clearly indicating number of years of experience working on relevant or similar projects. • Certified copies of Certificates of academic qualifications • The CV and certificates of individuals will be used for evaluation of each of the key personnel and averaged for company scoring. <p>The scoring of the key personnel will be as below:</p> <p>2.1 Project Leader (Max 20 Points)</p> <p>Qualifications - in economics, finance, law, strategy or any other relevant field [or its International Qualification equivalent as verified by South African Qualification Authority (SAQA). It is the responsibility of the bidder to secure the verification.</p> <p>a) Post-graduate degree (NQF level 8 or higher) = 10 points b) Bachelor's degree (NQF level 7) = 7 points c) National Diploma (NQF level 6) = 3 points d) No or irrelevant qualification = 0 points</p> <p>2.2 Years of relevant work experience in development of funding models preferably in the South African public sector.</p> <p>a) From 8 years and above = 10 points b) From 5 years but below 8 years = 7 points c) Less than 5 years = 3 points d) No CV or irrelevant experience = 0 points</p>	<p>40</p>
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	<p>2.3 Functional Expert of the Team (Max 20 Points)</p> <p>Qualifications - in economics, finance, law, strategy or any other relevant field [or its International Qualification equivalent as verified by South African Qualification Authority (SAQA). It is the responsibility of the bidder to secure the verification.</p> <p>Post-graduate degree (NQF level 8 or higher) = 10 points Bachelor's degree (NQF level 7) = 7 points National Diploma (NQF level 6) = 3 points No or irrelevant qualification = 0 points</p> <p>2.4 Years of relevant work experience in development of funding models preferably in the South African public sector.</p> <p>a. From 8 years and above = 10 points b. From 5 years but below 8 years = 7 points c. Less than 5 years = 3 points d. No CV or irrelevant experience = 0 points</p>	
3	<p>Company Experience and References (Max 20 Points)</p> <p>Submit letters of relevant completed similar projects, not older than 10 years, on the referee's letterhead with traceable contact details. Appointment letters and purchase orders will not be considered. The reference letter should include the following info:</p> <ul style="list-style-type: none"> • The precise role the service provider played • Contract duration • Contactable references <p>RSR reserves the right to contact the references to confirm the validity of the information.</p> <p>a. 4 or more reference letters = 20 points b. 3 reference letters = 15 points c. 2 reference letters = 10 points d. 1 reference letter = 5 points e. 0 or irrelevant reference letter = 0 points</p>	20

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Service Providers must attain a minimum threshold of 70 points or more to be considered for evaluation on price and specific goals.

3. Evaluation 80/20 Preference Point System

3.1 The price quotations will be evaluated in accordance with the pre-scripts of the Preferential Procurement Policy Framework Act (PPPFA) and its regulations, in particular Preference Procurement Regulation 2022 which stipulate **80/20 preference point system for acquisition of goods or services with Rand value equal to or below R50 million (inclusive of all applicable tax).**

3.2 A maximum of 80 points for price and 20 points for the specific goal specified on the request for quotation may be awarded to a Service Provider.

3.3 Points for the specific goal will be awarded as specified on the table below:

NO	SPECIFIC GOALS	PREFERENCE POINT (OUT OF 20)	PROOF OF CLAIM
1	An Exempt Micro Enterprises (EME) or Qualifying Small Enterprise (QSE) which	10	<ul style="list-style-type: none"> Copy of the identity document of the owner(s)

	is <i>at least 51% owned by black people</i>		<ul style="list-style-type: none"> • A valid SANAS accredited BBEE certificate or a valid BBEE sworn affidavit (whichever is applicable) • Central Supplier Database (CSD) report • Valid company registration documentation that are issued by Companies & Intellectual Property Commission (CIPC)
2	An Exempt Micro Enterprises (EME) or Qualifying Small Enterprise (QSE) which is <i>at least 51% owned by black women</i>	5	<ul style="list-style-type: none"> • Copy of the identity document of the owner(s) • A valid SANAS accredited BBEE certificate or a valid BBEE sworn affidavit (whichever is applicable) • Central Supplier Database (CSD) report • Valid company registration documentation that are issued by Companies & Intellectual Property Commission (CIPC)
3	An Exempt Micro Enterprises (EME) or Qualifying Small Enterprise (QSE) which	3	<ul style="list-style-type: none"> • Copy of the identity document of the owner(s) • A valid SANAS accredited BBEE certificate or a valid BBEE sworn affidavit (whichever is applicable)

	is <i>at least 51% owned by youth</i>		<ul style="list-style-type: none"> • Central Supplier Database (CSD) report • Valid company registration documentation that are issued by Companies & Intellectual Property Commission (CIPC)
4	An Exempt Micro Enterprises (EME) or Qualifying Small Enterprise (QSE) which is <i>at least 51% owned by person(s) with disabilities</i>	2	<ul style="list-style-type: none"> • Copy of the identity document of the owner(s) • A valid SANAS accredited BBEE certificate or a valid BBEE sworn affidavit (whichever is applicable) • Central Supplier Database (CSD) report • Valid company registration documentation that are issued by Companies & Intellectual Property Commission (CIPC) • Valid Medical Certificate • Valid South African Social Security Agency (SASSA) registration • Valid National Council for Persons with Physical Disability in South Africa registration (NCPDSA)

3.4 For Points to be awarded for the specific goals the proof for the claim for such goal must be submitted.

4. Technical Enquiries

4.1 SCM

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4.2 Project Manager

Albert Tjatji

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010 495 5391

5. Closing Date and Time for responses to this request for quotation

5.1 The request will be closed on the 10 October 2025 at 12h00 pm. Responses may be emailed to doris.letsholo@rsr.org.za