

NON-COMPULSORY TENDER BRIEFING SESSION

TRANSNET



TNPA/2026/09/0003/114821/RFP

**PROVISION OF SECURITY SERVICES AT THE PORT OF
NGQURA FOR A PERIOD OF THREE (3) YEARS AND THREE
(3) MONTHS**

**Date and Time : 01 October 2026, 10:00am
Venue : MS Teams**

AGENDA



Agenda Item	Presenter
1. Welcome and Introduction	Pfarelo Netshiongolwe
2. Safety Briefing	Loyiso Zwelake
3. Meeting Rules	Pfarelo Netshiongolwe
4. Background & Scope of Services	Patrick Raymond
5. Tender Evaluation Methodology	Pfarelo/Babalwa/Salathiso
5.1 Evaluation Steps	Pfarelo Netshiongolwe
5.2 Pricing and Delivery Schedule	Baden September
5.3 Returnable Documents	Pfarelo Netshiongolwe
6. Master Service Agreement and its annexures	Sihle Mfenyana
7. Tender Submission	Pfarelo Netshiongolwe
8. Questions & Answers	All

1. WELCOME AND INTRODUCTION

Meeting Purpose and Objective

- 1.1 The purpose of this meeting is to clarify the Request for Proposals: **TNPA/2026/09/0003/114821/RFP** advertised on the on the Transnet and National Treasury e-Tender Portals.
- 1.2 The objective of this meeting is to ensure that Transnet National Ports Authority's objectives related to the service requirement is well understood.
- 1.3 To report any fraud, tip-offs anonymous: **0800 003 056** or **Transnet.Reportit@outlook.com**



2. MEETING RULES

- 2.1 Attendees to remain muted during the presentations.
- 2.2 All questions to be raised after the presentation.
- 2.3 Attendees must make raise a hand to be acknowledged if they have a question to raise.
- 2.4 TNPA will endeavor to answer all questions during the session, however all answers to be responded to in writing and issued with briefing session minutes.
- 2.5 Questions to be followed-up by email to **TNPAtenderenquiries1@transnet.net** by no later than close of business, Tuesday, 13 October 2026 at 16:00pm. Use the Tender reference number as subject.
- 2.6 No information will be repeated during the session for the benefit of those who join the session late.

BACKGROUND AND SCOPE OF SERVICES

TRANSNET





3. BACKGROUND

- 3.1 As South Africa's primary Ports infrastructure operator, Transnet National Ports Authority supports government initiatives to develop a robust economy. Security services across all of Transnet's various Ports operations are an integral part of ensuring that elevated levels of operational efficiency are sustained, by minimising disruptions that result from incidents of burglary, damage to property, threats of terrorism, threats to employees, a threat to Port users and customers in the Ports, cable theft, theft of property, etc.
- 3.2 In terms of the International Ship and Port Facility Security (ISPS) Code, Merchant Shipping Act, and Maritime Security Regulations (2004), measures must be taken to protect TNPA assets, customers, employees, all commercial vessels (including cruise liners), and the Port facilities against terrorism, sabotage, stowaways/illegal immigrants, armed robbery, etc. It is critical to maintain the ISPS Code status. Failure to comply with this will be detrimental to the economy as no vessels will be permitted to enter a South African Port. TNPA is required to comply with the ISPS Code, enacted in South Africa through the Maritime Security Regulation (2004), to ensure it remains the Port authority and avoids blacklisting by International Maritime Organisation (IMO), as well losing the ISPS Code accreditation by the Department of Transport (DoT).



4. SCOPE OF SERVICES

4.1 TNPA seeks to appoint **one** service provider with an option of a standby bidder for the provision of security services at the Port of Ngqura for a period of three (3) years and three (3) months. TNPA's requirements include the following in line with the full scope of service attached as **Annexure A**:

4.1.1 Security personnel (Grade A, Grade B, Grade C).

4.1.2 Vehicles.

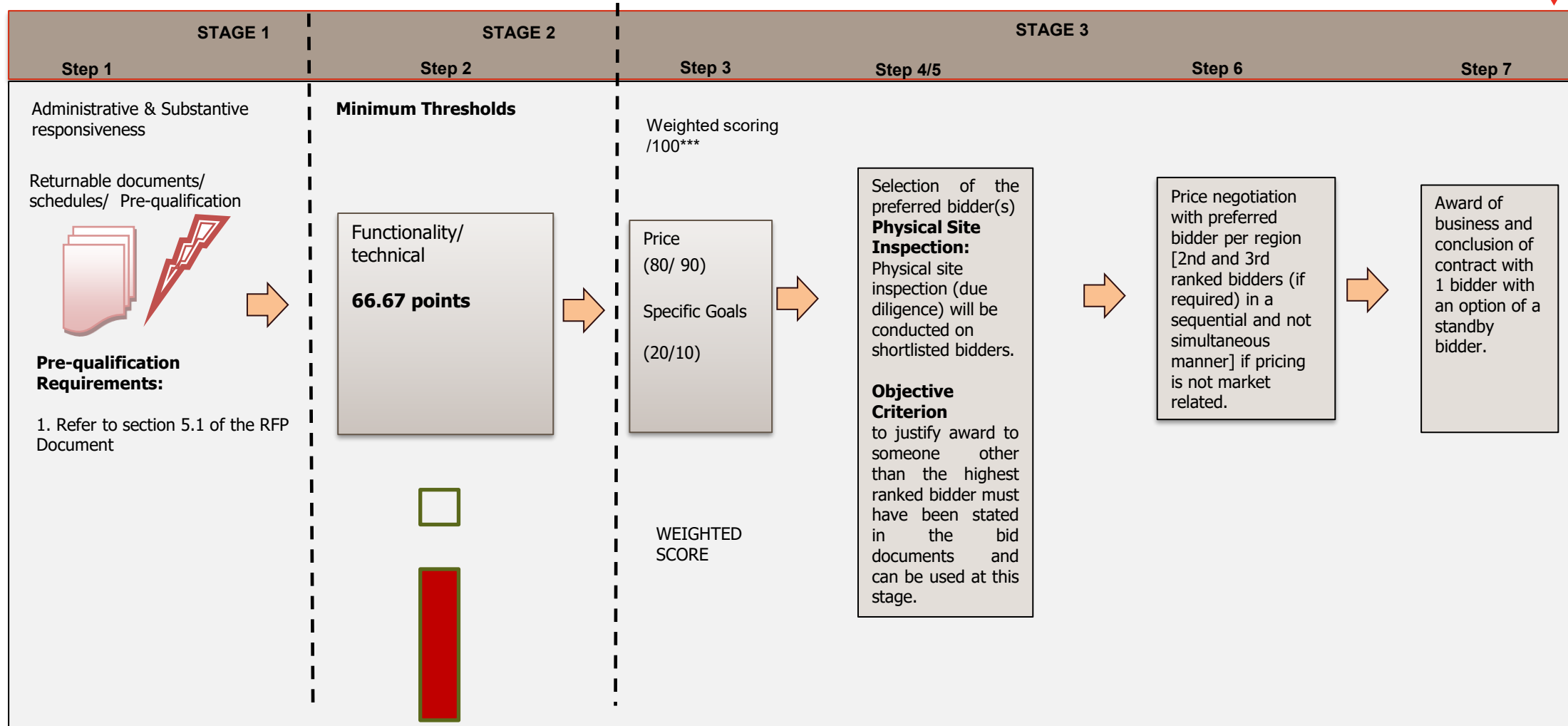
4.1.3 Security Equipment.

TENDER EVALUATION METHODOLOGY

TRANSNET



5. TRANSNET'S EVALUATION METHODOLOGY





5.1. EVALUATION STEPS

5.1.1. Step One: Test for Administrative and Substantive Responsiveness

The test for administrative and substantive responsiveness will include the following:

Administrative & Substantive responsiveness check	RFP Reference
Whether the Bid has been lodged on time	Section 1 paragraph 3
Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time	Section 5
Verify the validity of all returnable documents	Section 5
Verify if the Bid document has been duly signed by the authorised bidder	All sections
Whether any general and legislation qualification criteria set by Transnet, have been met	All sections
Whether the Bid contains a fully completed priced offer	Section 4 - Quotation Form
Whether the Bid materially complies with the scope and/or specification given	All Sections



5.1. EVALUATION STEPS CONTINUED....

5.1.1. Step One: Test for Administrative and Substantive Responsiveness

Administrative & Substantive responsiveness check	RFP Reference
• Whether any Technical pre-qualification criteria set by Transnet have been met as follows: 1. PSIRA Compliance a) Submit copy of a valid PSIRA Company Registration certificate. b) Submit copies of a valid PSIRA Grade B or A Certificate for each Member, Director, Partner, and Trustee of the Bidding Entity. (Ownership of the bidding entity will be verified against the CIPC or CSD database). 2. South African Police Service (SAPS) Criminal Clearance certificate. a) Submit SAPS Criminal Clearance certificate of Directors, Partners, and Trustees of the Bidding Entity not older than six (6) months at the closing date and time of the tender. OR b) Submit a valid Criminal Record Verification Report issued by a recognised verification agency not older than six (6) months at the closing date and time of the tender. 3. COIDA (Compensation for Occupational Injuries and Diseases Act). a) Provide a valid letter of good standing from COIDA not older than twelve (12) months at the closing date and time of the tender.	Section 3 paragraph 3



5.1. EVALUATION STEPS CONTINUED...

5.1.1. Step One: Test for Administrative and Substantive Responsiveness

Administrative & Substantive responsiveness check	RFP Reference
Whether any Technical pre-qualification criteria set by Transnet have been met as follows: 4. PSIRA Letter of Good Standing a) Provide a valid letter of good standing from PSIRA. 5. Proof of Insurance Liability Cover a) Provide proof, or a Letter of Intent from an Insurer, that the Service Provider has/shall obtain Public Liability Insurance, Security Liability insurance, and Third Party Liability insurance cover for not less than R5 000 000 (five million South African Rand) in respect of one incident or a series of Incidents arising from the same cause and with an annual limit of cover not less than R30 000 000 (thirty million South African Rand). NB: All certificates will be verified with the relevant authority Bodies.	Section 3 paragraph 3

The test for administrative and substantive responsiveness [Step One] must be passed for a Respondent's Proposal to progress to Step Two for further evaluation.

5.1. EVALUATION STEPS CONTINUED

5.1.2. Step Two: Technical Evaluation

Desktop Technical Evaluation

The technical evaluation will be conducted out of 100 points. Respondents will be required to achieve a minimum threshold of **66.67** points for Technical Evaluation in order to proceed to the next stage of evaluation (Price and Specific Goals). The desktop technical evaluation criteria is attached as **Annexure B – Desktop Technical Evaluation Criteria**.

Verification of reference letters - Transnet reserves the right to verify the references submitted by the highest-ranked bidder(s) to confirm the validity and authenticity of the experience claimed. Where a referenced organisation cannot be contacted using the details provided, Transnet will make at least three (3) documented attempts. Should these attempts be unsuccessful, Transnet will notify the bidder and allow a period of forty-eight (48) hours for the bidder to facilitate contact with the relevant referee. Transnet may also undertake reasonable due diligence measures to verify the credibility of the referee. If the experience cannot be verified to the satisfaction of Transnet, the points awarded for the relevant evaluation criterion may be withdrawn, which may result in a revision of the bidder's overall ranking.

Misrepresentation and fraud - Where any information submitted (including, but not limited to, reference letters) is found to be false, misleading, and/or fraudulent, Transnet reserves the right to take appropriate action, including the application of sanctions as provided for in clauses 5.1 and 5.2 of the Service Provider Integrity Pact.



5.1. EVALUATION STEPS CONTINUED ...

5.1.3. Step Three: Evaluation and Final Weighted Scoring

Price and specific goals evaluation will be conducted out of 100 points.

a) Price Criteria (Weighted score 80/90 points):

Evaluation Criteria	RFP Reference
Commercial Offer	Section 4

Transnet will utilise the following formula in its evaluation of Price:

$$PS = 80 \left(1 - \frac{Pt - P_{min}}{P_{min}} \right) \text{ OR } PS = 90 \left(1 - \frac{Pt - P_{min}}{P_{min}} \right)$$

Where:

Ps = Score for the Bid under consideration

Pt = Price of Bid under consideration

Pmin = Price of lowest acceptable Bid



5.1. EVALUATION STEPS CONTINUED

5.1.3 Step Three: Pricing Evaluation (80/90 Points)

Respondents are required to complete the Pricing and Delivery Schedule attached hereto as **Annexure C: Pricing and Delivery**.

Notes to Pricing:

- a) Bidders must fully complete the pricing and delivery schedule.
- b) The pricing must be within Private Security Industry Regulatory Authority (PSIRA) sectorial determination rates of 01 March 2026.
- c) Bidders will be disqualified if they submit bids that are lower than the PSIRA illustrative pricing guidelines of 01 March 2026.
- d) Bidders must ensure that the pricing is inclusive of all related costs, any costs not specified in the pricing schedule, will not be considered/accepted by Transnet.
- e) Bidders must note that Transnet National Ports Authority pays contracted security at the Area 1 PSIRA pay scale irrespective of the magisterial district in which that port falls.
- f) The quoted prices must be inclusive of all TNPA' requirements, as per the Main RFP document and annexures. No additional costs will be considered post award.
- g) The cost of the Safety file must be included in the pricing.
- h) Bidders must ensure that all overhead costs are covered, Transnet will not pay any additional costs post award.
- i) Bidders are to note that if the price offered by the highest scoring bidder is not market-related, Transnet may not award the contract to that Bidder. Transnet may-
 - (i) negotiate a market-related price with the Bidder scoring the highest points or cancel the RFP;
 - (ii) if that Bidder does not agree to a market-related price, negotiate a market-related price with the Bidder scoring the second highest points or cancel the RFP;
 - (iii) if the Bidder scoring the second highest points does not agree to a market-related price, negotiate a market-related price with the Bidder scoring the third highest points or cancel the RFP.

If a market-related price is not agreed with the Bidder scoring the third highest points, Transnet must cancel the RFP.
- a) Prices must be quoted in South African Rand inclusive of VAT.
- b) Please note that should you have offered a discounted price(s), Transnet will only consider such price discount(s) in the final evaluation stage if offered on an unconditional basis.



5.1. EVALUATION STEPS CONTINUED

5.1.4. Step Three: Specific Goals

Specific Goals (Weighted score 20/10 points)

Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table below:

Specific Goal	Number of points allocated (20)	Number of points allocated (10)
B-BBEE Status Level of Contributor 1 or 2	08.00	04.00
The promotion of supplier development through subcontracting or Joint Venture (JV) for a minimum of 30% of the value of a contract to South African Companies which are: I. Historically Disadvantaged Individuals (HDI's): - 30% Black Women Owned/ - +50% Black Youth Owned/ - 51% Black People with Disabilities/ OR II. EMEs and/or QSEs 51% Black Owned	12.00	06.00
Non-compliant and/or B-BBEE Level 3-8 contributors	0.00	0.00



5.1. EVALUATION STEPS CONTINUED

5.1.4. Step Three: Evaluation and Final Weighted Scoring

Evidence Required for Claiming Specific Goals

In terms of Transnet Preferential Procurement Policy (TPPP) and Procurement Manuals, preference points must be awarded to a bidder for providing evidence in accordance with the table below:

Specific Goal	Acceptable Evidence
B-BBEE Status Level of Contributor 1 or 2	- A valid B-BBEE Certificate / Sworn - Affidavit / CIPC B-BBEE Certificate. - In case of JV, a valid consolidated B-BBEE scorecard will be accepted as per DTIC guidelines.
The promotion of supplier development through subcontracting or Joint Venture (JV) for a minimum of 30% of the value of a contract to South African Companies which are: I. Historically Disadvantaged Individuals (HDI's): - 30% Black Women Owned/ - +50% Black Youth Owned/ - 51% Black People with Disabilities/ OR II. EMEs and/or QSEs 51% Black Owned	- Subcontracting Agreements. - Subcontractors B-BBEE Certificate / Sworn - Affidavit / CIPC B-BBEE Certificate as per DTIC guidelines. For Black Women Owned, Black Youth Owned and Black People with Disabilities: - Certified copies of ID Documents of the Owners / Doctor's note and/or Employment Equity Act 1(EA1) form confirming the disability. In case of a Joint Venture (JV): - Declaration / Joint Venture Agreement - A consolidated JV B-BBEE scorecard



5.1. EVALUATION STEPS CONTINUED

5.1.5. Conditions of Contract

Each bidder interested in participating in this tender should be cognisant that it is a condition of contract that the winning bidder will be required to contract with Transnet on the following transformation initiatives:

a) Subcontracting

The bidder will be required to sub-contract a minimum of 30% of the total value of the contract to South African companies which qualify as Exempted Micro Enterprises (EMEs) and/or Qualifying Small Enterprises (QSEs) that are at least 51% black owned.

b) Job creation and preservation

To give effect to Transnet's job-creation objectives, bidders are required to provide an undertaking as to the number of new jobs that will be created (either by them or their subcontractor/s) should they be awarded the tender. This undertaking should be submitted as part of their bid submissions and should be broken down into the following categories: Total number of skilled, semi-skilled and unskilled jobs; and number of new jobs for black people, in the following categories:

- a) Black men;
- b) Black women;
- c) Black youth;
- d) Black people with disabilities; and
- e) Black people living in rural or underdeveloped areas or townships.



5.1. EVALUATION STEPS CONTINUED

5.1.5. Conditions of Contract

A percentage of the contract value is determined to be reserved for the advancement designated groups through job opportunities. The percentage determined shall not be lower than 10% of the total contract value.

The successful bidder will be required to meet the requirements of the conditions stated in this section. Failure to meet the conditions, may result in the contract not being concluded between Transnet and the successful bidder.

5.1. Key Pointers Determining the Validity of a Sworn Affidavit

- Name/s of deponent as they appear in the identity document and the identity number.
- Designation of the deponent as either the director, owner or member must be indicated in order to know that person is duly authorized to depose of an affidavit.
- Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- Percentage of black ownership, black female ownership and designated group.
- Indicate total revenue for the year under review and whether it is based on audited financial statements or management account.
- Financial year end as per the enterprise's registration documents, which was used to determine the total revenue.
- B-BBEE Status level. An enterprise can only have one status level.
- Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- Date deponent signed and date of Commissioner of Oath must be the same.
- Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.

5.1. Key Pointers Determining the Validity of a Sworn Affidavit Continued

- Valid B-BBEE certificate from SANAS accredited verification agency, CIPC B-BBEE certificate or BBBEE sworn affidavit complying with the following requirements.
- In case of Joint Ventures, a Venture Agreement SANAS approved B-BBEE certificate must be submitted. The individual company sworn Affidavits/certificates will not be considered for JV's.
- Letters from the verification agency stating that the bidder is on the process of being verified will not be acceptable.
- The B-BBEE certificate/affidavit must be submitted on the date and time of closing of tender.

Valid B-BBEE Sworn Affidavit

**Example:
VALID
SWORN
AFFIDAVIT**

Name of deponent & ID Number

SWORN A I/E EXEMPTED MICRO ENTERPRISE

I, the undersigned,

Full name & Surname	SUNDHRAN NAIDOO
Identity number	7406165131089

Enterprise details

Hereby declare under oath as follows:

- The contents of this statement are to the best of my knowledge a true reflection of the facts.
- I am a member / director / owner of the following enterprise and am duly authorised to act on its behalf:

Enterprise Name	D S W PLANT AND CIVILS CC
Trading Name	SK PLANT AND CONSTRUCTION
Registration Number	2006/037956/23
Enterprise Address	32 PARAGON PLACE INDUSTRIAL PARK PHOENIX 2008

Indicate BO & BWO
Tick or underlined Mngt Acc or AFS

- I hereby declare under oath that:
 - The enterprise is 100 % black owned;
 - The enterprise is 0 % black woman owned;
 - Based on the management accounts and other information available on the 2016 financial year, the income did not exceed R10,000,000.00 (ten million rand);
 - Please confirm on the table below the B-BBEE level contributor, by ticking the applicable box.

Financial Year (dd/mm/yyyy)

B-BBEE Status Level based on Black Ownership

100% black owned	Level One (135% B-BBEE procurement recognition)	☒
More than 51% black owned	Level Two (125% B-BBEE procurement recognition)	☐
Less than 51% black owned	Level Four (100% B-BBEE procurement recognition)	☐

Commissioner of Oath signature and date

- The entity is an empowering supplier in terms of the dti Codes of Good Practice.
- I know and understand the contents of this affidavit and I have no objection to take the prescribed oath and consider the oath binding on my conscience and on the owners of the enterprise which I represent in this matter.
- The sworn affidavit will be valid for a period of 12 months from the date signed by commissioner.

Deponent signature and date

Deponent Signature: [Signature]
Date: 16 August 2016

Commissioner of Oath Certification Stamp

[Signature]
Commissioner of Oaths
Signature & stamp

SOUTH AFRICAN POLICE SERVICE
COMMUNITY SERVICE CENTRE



Valid B-BBEE Certificate

COMPANY NAME

dtic logo

Bar code with tracking number

Certificate number

% of BO, BWO & TWO

Date of issue & expiry date



the dti
Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA



CIPC logo
Companies and Intellectual
Property Commission
a member of the dti group

**B-BBEE CERTIFICATE
FOR
EXEMPTED MICRO ENTERPRISES**

Issued by the Companies & Intellectual Property Commission (CIPC) on behalf of the Department of Trade and Industry. Based on the Financial Statements/Management Accounts and other information available on the latest financial year-end, the annual Total Revenue was R10,000,000.00 (Ten Million Rands) or less.

This Certificate serves as an Affidavit in terms of Code Series 000, Section 4.5 of the Amended Codes 2013.



Tracking Number: 9367024326



Enterprise Number: K2017267673

B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION

B-BBEE INFORMATION	
Certificate Number	9367024326
Total Number of Shareholders	ONE (1) SHAREHOLDER(S)
Number of Black Shareholders	ONE (1) BLACK SHAREHOLDER(S)
Number of White Shareholders	ZERO (0) WHITE SHAREHOLDER(S)
Black Ownership Percentage	100% BLACK OWNERSHIP
Black Female Percentage	100% BLACK FEMALE OWNERSHIP
White Ownership Percentage	0% WHITE OWNERSHIP
B-BBEE Status	B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION
Date of Issue	01-June-2022
Expiry Date	31-May-2023

• Unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution: 0%

• Black people who are youth as defined in the National Youth Commission Act of 1996: 100%

• Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act: 0%

• Black people living in rural and under developed areas: 0%

• Black military veterans who qualify to be called a military veteran in terms of the Military Veterans Act 18 of 2011: 0%

ENTERPRISE INFORMATION	
Registration number	2017 / 267673 / 07
Enterprise Name	JOEL MARK (PTY) LTD
Registration Date	19-June-2017
Enterprise Type	Private Company
Enterprise Status	In Business

Physical Address
the dti Campus - Block F
77 Mentjies Street
Sunnyside 0001

Postal Address: Companies
P O Box 429
Pretoria
0001

Docex: 256
Web: www.dpc.co.za
Contact Centre: 086 100 2472(CIPC)
Contact Centre (international): +27 12 394 9500

**Example:
VALID CIPC B-BBEE**

Bar code with enterprise number

CIPC Watermark

B-BBEE Status & Proc Recog Level

Reg. Number & Enterprise Name



Valid B-BBEE Certificate

VA Name

Enterprise Name
(Cross referenced to Tax Clearance
Certificate &
Enterprise Registration No.)

Elements verified

Technical Signatory

S.A.B.E.E.R.A

South African Black Economic Empowerment Agency

COMPANY NAME

CERTIFIED THAT

(REG No: 2003/007768/07**VAT No: 466021785) t/a

AQUA TRANSPORT AND PLANT HIRE (PTY) LTD

13 LEMANS ROAD, PINETOWN

HAS BEEN INDEPENDENTLY RATED IN TERMS OF BROAD-BASED BLACK ECONOMIC
EMPOWERMENT ACT NO.53 of 2003 AND AS PER THE CODES OF GOOD PRACTICE NO: 36928

AND IS DEEMED TO BE A

LEVEL 2 CONTRIBUTOR

GENERIC ENTERPRISE

AND HAS A RECOGNITION LEVEL OF 125%

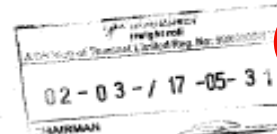
B-BBEE Status, Generic Codes, & Procurement
Recog level

B-BBEE STATUS	POINTS		STATUS
Ownership Equity	20.00	Black Ownership	100%
Management Control	14.27	Black Female Ownership	20%
Skills Development	16.00	ED Beneficiary	No
Supplier & Enterprise Development	42.00	Designated Supplier	No
Socio-Economic Development	05.00	Certificate Number	Gen 001/2017
Priorities Elements achieved	Yes	Date issued	06/02/2017
Level discounted	No	Expiry Date	05/02/2018
Final Level	2		

Certificate Number & Validity Period

TECHNICAL SIGNATORY

SANAS logo & BVA Number





5.1. EVALUATION STEPS CONTINUED

5.1.6. Summary: Applicable Thresholds and Final Evaluated Weightings

Evaluation Criteria	Minimum Threshold
Technical Evaluation	66.67 points

Evaluation Criteria	Final Weighted Scores
Price	80/90
B-BBEE Specific Goals	20/10
Total Score	100

5.1. EVALUATION STEPS CONTINUED

5.1.6. Step Four: Physical Site Inspection

Transnet will conduct physical site inspections (due diligence) on only short-listed bidders (1st and 2nd ranked bidders on Price and Specific goals evaluation) that have passed all prior evaluation stages. The bidders must meet all the requirements of the physical site inspection.

Transnet reserves the right to conduct the physical site inspection in order of the highest ranked bidders who have passed all evaluation stages. The requirements for the physical site inspection (due diligence) are attached hereto as **Annexure D**.

Bidders will be given a period of seven (7) calendar days to ensure preparedness of an office that is operational and functional. The 1st ranked bidder office must be within a location that is not 100km away from the port where the services will be rendered. The 2nd ranked bidder office will be evaluated from their current office irrespective of the location. A valid proof of lease agreement or ownership of the offices that will be visited must be made available during the site visit. Failure to set up an office that is operational and functional within a location that is not 100km away from the port where the services will be rendered, will result in disqualification.

5.1. EVALUATION STEPS CONTINUED

5.1.7. Step Five: Objective Criteria

Transnet reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. The objective criteria Transnet may apply in this bid process include:

- Skills Transfer and Capacity Building for Transnet;
- Impact on Transnet's Return On Investment;
- Rotation of Suppliers to promote opportunities for other suppliers, by overlooking a supplier that has been awarded business repeatedly overtime in order to benefit other suppliers in the market;
- The bidder is undergoing a process of being restricted by Transnet or other state institution that Transnet may be aware of;
- The bidder can, as necessary and in relation to the proposed contract, demonstrate that he or she possesses the professional and technical qualifications, professional and technical competence, financial resources, equipment and other physical facilities, managerial capability, reliability, experience and reputation, expertise and the personnel, to perform the contract.
- has the legal capacity to enter into the contract;
- is insolvent, in receivership, under Business Rescue as provided for in chapter 6 of the Companies Act, 2008, bankrupt or being wound up, has his affairs administered by a court or a judicial officer, has suspended his business activities, or is subject to legal proceedings in respect of any of the foregoing; and
- complies with the legal requirements, if any, stated in the tender data and is able, in the option of the employer to perform the contract free of conflicts of interest.
- Transnet reserves the right to overlook the shortlisted bidders due to the following reasons;
- If the tenderers have been awarded one or more physical security contracts in the previous five (5) years to-date by TNPA (Head Office and all nine (9) Ports, where any of those contracts have been terminated prior expiry of contract due to non-performance/misrepresentation/fraud.

5.1. EVALUATION STEPS CONTINUED

5.1.8. Step Six: Price Negotiations (if applicable)

- Respondents are to note that Transnet may not award a contract if the price offered is not market related. In this regard, Transnet reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Negotiations will be done in a sequential manner i.e.:
 - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
 - negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.
- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).

5.1. EVALUATION STEPS CONTINUED

5.1.9. Step Seven: Award of business and conclusion of contract

- The award will be made to one service provider, there is an intention to award to a standby service provider (2nd ranked bidder) for circumstances where the 1st ranked bidder (main service provider) after having accepted the award of business or has signed the contract, indicates that they will not be able to render the services or at any time during the execution of the contract, the main service provider is unable to proceed rendering the services.
- Immediately after approval to award the contract has been received, the successful bidder and the standby service provider will be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent.



5.2 RETURNABLE DOCUMENTS

a) Mandatory Returnable Documents

Respondents are required to submit with their bid submissions the following Mandatory Returnable Documents, and also to confirm submission of these documents by so indicating [Yes or No] in the tables below:

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
Pricing and Delivery Schedule (Annexure C)	
1. PSIRA Compliance a) Submit copy of a valid PSIRA Company Registration certificate. b) Submit copies of a valid PSIRA Grade B or A Certificate for each Member, Director, Partner, and Trustee of the Bidding Entity. (Ownership of the bidding entity will be verified against the CIPC or CSD database).	
2. South African Police Service (SAPS) Criminal Clearance certificate. a) Submit SAPS Criminal Clearance certificate of Directors, Partners, and Trustees of the Bidding Entity not older than six (6) months at the closing date and time of the tender. OR b) Submit a valid Criminal Record Verification Report issued by a recognised verification not older than six (6) months at the closing date and time of the tender.	
3. COIDA (Compensation for Occupational Injuries and Diseases Act). a) Provide a valid letter of good standing from COIDA not older than twelve (12) months at the closing date and time of the tender.	
4. PSIRA Letter of Good Standing a) Provide a valid letter of good standing from PSIRA.	
5. Proof of Insurance Liability Cover a) Provide proof, or a Letter of Intent from an Insurer, that the Service Provider has/shall obtain Public Liability Insurance, Security Liability insurance, and Third Party Liability insurance cover for not less than R5 000 000 (five million South African Rand) in respect of one incident or a series of Incidents arising from the same cause and with an annual limit of cover not less than R30 000 000 (thirty million South African Rand).	



5.2 RETURNABLE DOCUMENTS CONTINUED

b) Returnable Documents Used for Scoring

In addition to the requirements of section (a) above, Respondents are further required to submit with their Proposals the following **Returnable Documents Used for Scoring** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

<u>RETURNABLE DOCUMENTS USED FOR SCORING</u>	SUBMITTED [Yes or No]
Bidder's valid proof of evidence to claim points for compliance with Specific Goals' requirements as stipulated in Section 9 of this RFP.	
Respondents' submission of documentary evidence in response to Annexure B , desktop technical evaluation criteria.	



5.2 RETURNABLE DOCUMENTS CONTINUED

c) Essential Returnable Documents:

Over and the above the requirements of section (a) and (b) mentioned above, Respondents are further required to submit with their Proposals the following **Essential Returnable Documents** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

ESSENTIAL RETURNABLE DOCUMENTS, SCHEDULES ANNEXURES	SUBMITTED [Yes or No]
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement	
Three (3) most recent years audited / independently reviewed annual financial statements	
Section 1: SBD 1	
Section 5: Proposal Form and List of Returnable documents	
Section 6: Certificate of Acquaintance with RFP, Terms & Conditions & Applicable Documents	
Section 7: RFP Declaration and Breach of Law Form	
Section 9: Specific Goals Points Claim Form	
Section 10: Protection of Personal Information	
Bidder's Declaration (Form SBD 4)	
Central Supplier Database (CSD) Report	
SARS Tax Compliance Pin	
Job Creation Schedule	

MASTER SERVICE AGREEMENT

TRANSNET





6.1 Contract Commencement, Payments, termination and responsibilities of Parties

Payment

Service provider to ensure that guards are paid on time (bonuses as well etc) as mentioned the Ports are national key points. TNPA can not afford any strikes caused by non or late payment (**clause 16**).

Termination

Clause 6: breaking any conditions of contract.

Clause 24: breaching scope of work ,rendering of services, remedy within 12 hours failure to remedy we reserve right to terminate immediately(**clause 24.9**).



6.2 Contract Penalties ,Payments, termination and responsibilities of Parties

Penalties

The Service Provider must note that compliance with the SLA, site-specific SOPs, deployment requirements and security standards is a contractual obligation. **Clause 14.1 of the Master Service Agreement provides that where services are not delivered in accordance with the agreed requirements, Scope of Work and SLA, and the failure is attributable to the Service Provider, penalties will be imposed in accordance with the SLA.**

The Service Provider should understand that penalties are not the only consequence of continued poor performance.



6.3 Contract Penalties ,Payments,termination and responsibilities of Parties

The SLA requires corrective action to address non-performance without delay. TNPA may require the removal and replacement of a security official whose performance is inadequate.

A non-conformance notice may also be issued. The SLA further states that **three or more serious consecutive non-conformances** against a specific criterion, such as late posting, short posting, double shifting or strikes, may result in a review of the contract.

Refer to penalties and SLA (Annexure D).



6.3 Contract Penalties ,Payments,termination and responsibilities of Parties

Furthermore, under the MSA, a Persistent Minor Breach means five consecutive occurrences over six months relating to the same or similar minor breaches involving non-compliance and/or accumulated penalties.

Clause 24.19 gives Transnet the right to terminate the Agreement without notice in the event of such Persistent Minor Breach.

The penalty schedule must **therefore not be regarded simply as a schedule of deductions**. Repeated deficiencies will be recorded and may ultimately escalate into contractual remedies.

6.4 Master Service Agreement, Service Level Agreement and SLA Scorecard



All contractual, statutory and regulatory compliance documents must remain valid and available throughout the contract period.

The Service Provider is responsible for proactively monitoring expiry dates and submitting renewed documentation to TNPA. **TNPA should not have to wait for a compliance document to expire before receiving its renewal.**



6.5 SLA Scorecard

The Service Provider must be informed that its performance will be formally monitored and reviewed quarterly using the contractual Supplier Performance Scorecard.

The SLA expressly states that performance levels against the SLA will be reviewed quarterly and provides for quarterly contractor review meetings to monitor performance.

The scorecard applies the following performance scale:

- Significantly failing to meet SLAs
- Failing to meet SLAs
- Meeting SLAs
- Exceeding SLAs
- Significantly exceeding SLAs

6.5 SLA Scorecard Continued



TNPA expects full and continuous compliance with the Master Service Agreement, SLA, applicable SOPs and statutory requirements.

The objective is not merely to impose penalties, but to ensure sustained contractual compliance, effective security services and timely corrective action where deficiencies are identified.

TENDER SUBMISSION

TRANSNET



7. TENDER SUBMISSION

Proposal submission

Bidders must ensure that bids are uploaded timeously onto the system. As a general rule, if a bid is late, it will not be accepted for consideration.

Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

The Turnaround time for when we have received the reference for calls logged is up to 48 hours. This at times is affected by the number of calls logged.

The Turnaround time to resolve technical issues once the call has been logged by a tender administrator is up to 48 hours. This at times is affected by the number of calls logged.

7. TENDER SUBMISSION CONTINUED

Closing date: 16 October 2026

Time: 16:00 PM

Proposal submission

Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

a) The Transnet e-Tender Submission Portal can be accessed as follows:

- Log on to the Transnet eTenders management platform website/ Portal transnetetenders.azurewebsites.net Please use Google Chrome to access Transnet link/site);
- Click on "ADVERTISED TENDERS" to view advertised tenders;
- Click on "SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- Click on "SIGN IN/REGISTER" - to sign in if already registered;
- Toggle (click to switch) the "Log an Intent" button to submit a bid;
- Submit bid documents by uploading them into the system against each tender selected.
- No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net
- **Tenderers must ensure the titles of the documents intended for upload does not contain special characters, e.g. #, %, etc. The use of special characters will result in document upload failure.**

8. QUESTIONS AND ANSWERS



TRANSNET



THANK YOU