

**PRIVILEGED AND CONFIDENTIAL**

**MINUTES OF TRANSNET PIPELINES NON-COMPULSORY TENDER BRIEFING FOR**

**TENDER NUMBER: TPL/2026/02/00219/3957/RFP**

**FOR THE PROVISION OF PROFESSIONAL SERVICES FOR A SPECIALIST CONSULTANT TO DEVELOP AN ENERGY TRANSITION STRATEGY FOR TRANSNET PIPELINES**

**DATE: 05<sup>th</sup> MAY 2026**

**TIME: 10:00 – 12:00**

**VENUE: TEAMS**

---

Attendance:

**Tenderers**

Messrs.:

As per attached attendance registers

**Transnet Pipelines Representatives**

Messrs:

Lwandile Magoda	Executive Manager: Office of the CE	(LM)
Nomcebo Ngcobo	Strategic Sourcing Specialist	(NN)

**The agenda mentioned below was discussed:**

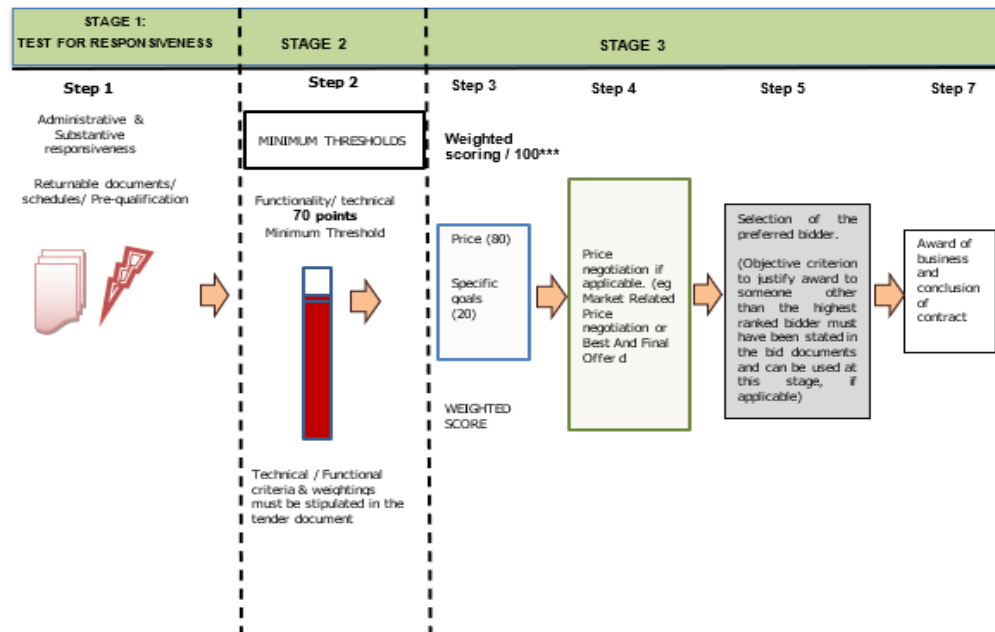
1. Welcome
2. Safety Briefing
3. Introduction of TPL Team members
4. Commercial - Tendering Process
5. Pricing Instructions and Pricing Schedule
6. Technical Information
7. Questions & Close-out

Discussion Point	Responsible person/Resolution
<p><b>1. <u>WELCOME</u></b></p> <ul style="list-style-type: none"> <li>• <b>NM</b> welcomed all who joined the tender briefing via TEAMS</li> <li>• She also acknowledged all for making time for the meeting and for the interest shown in the tender.</li> <li>• <b>NN</b> also informed the objection and purpose of the meeting, which she stated that the purpose of the meeting was to discuss the content of the tender document, provide guidance in terms of the tender process, discuss the scope of service, technical evaluation criteria, new changes with regards to the e- Supplier portal and give an opportunity for tenderers to ask questions, etc.</li> <li>• Bidders were requested to leave their email addresses on the chat.</li> </ul>	<p>Nomcebo Ngcobo</p>

<p><b>2. <u>SAFETY BRIEFING:</u></b></p> <ul style="list-style-type: none"> <li>• <b>NN</b> notified all attendees that they are to observe all Safety protocols as per their respective organisational safety requirements, since the meeting was virtual.</li> </ul> <p><b>3. <u>INTRODUCTION OF TPL TEAM MEMBERS:</u></b></p> <ul style="list-style-type: none"> <li>• <b>NN</b> requested TPL team members to introduce themselves.</li> </ul> <p><b>4. <u>COMMERCIAL - TENDERING PROCEDURE AND CLARIFICATION OF RETURNABLE SCHEDULE</u></b></p> <ul style="list-style-type: none"> <li>• <b>NN</b> presented the Commercial aspect of the tender document, with the emphasizes on the evaluation stages where bidders will be disqualified or lose points if valid information to evaluate is not submitted at tender closing. <b>NN</b> highlighted the following:</li> </ul> <p><b>4.1 <u>Proposal submission</u></b></p> <p>The bid submission process through the newly upgraded electronic tender submission system which is accessible via the website/ Portal (<a href="https://esupplierportal.Transnet.net/">https://esupplierportal.Transnet.net/</a>) was explained to the tenderers. The following was highlighted:</p> <ul style="list-style-type: none"> <li>• Time your submissions so that if there are any issues, there is time to escalate &amp; resolve</li> <li>• Nobody has access to the bids until after the bid has closed</li> <li>• Should you experience challenges with the system, urgently contact: <a href="mailto:nomcebo.ngcobo@transnet.net">nomcebo.ngcobo@transnet.net</a></li> <li>• No late submissions will be accepted.</li> </ul> <p>The bid submission process was detailed to the tenderers as per presentation slide 5 and in the RFP document.</p>	<p>Nomcebo Ngcobo</p>
---	-----------------------

## 4.2 Evaluation Process

The tender evaluation procedure and steps were discussed and explained to the tenderers as per the presentation (these are also clearly stated in the tender document):



- **NN** reiterated that for a bid submission to progress into the next stage of the evaluation process, the bid submission must meet all the requirements of the previous stage.
- Technical Evaluation Criteria was explained by **LM**.

The evaluation process was detailed to the tenderers as per presentation slide 6 to 12 and in the RFP document.

## 4.3 Returnable Documents

- **NN** explained the returnable documents to the tenderers, she referred the tenderers to Section 3 of the RFP document for a List of Mandatory and Essential Returnable schedules. Tenderers are to ensure all returnable documents are signed and returned with their tender and that all required information requested in the returnable is submitted.
- All returnable schedules are to be valid at the time of the tender closing.

## 4.4 Tender Closing Date and Time

- The closing date for the bid is **Thursday, 21 May 2026 at 12h00**. It was stressed that tenderers are to ensure that they submit their bids on time as late bids will not be accepted. The electronic tender submission system does not accept late bids; therefore, bidders were encouraged to upload documents timeously.

## 4.5 Tender Validity period

- **NN** indicated that the tender validity period for this bid is 180 business days, **NN** stressed that the tenderers must take this validity period into consideration when pricing the tender.

**4.6 Communication Procedure**

- For specific queries relating to this RFP, clarifications should be submitted to [Nomcebo Ngcobo at [nomcebo.ngcobo@transnet.net](mailto:nomcebo.ngcobo@transnet.net)] by close of business 15<sup>th</sup> May 2026. Transnet's response to such a query will be published on the e-tender portal and Transnet website.
- Respondents are to note that changes to its submission will not be considered after the closing date.

**5. PRICING INSTRUCTIONS AND PRICING SCHEDULE**

- **NN** gave an overview of pricing instructions, explained that the pricing schedule must be completed in the system, and no manual pricing will be accepted.
- **NN** encouraged the tenderers to contact her immediately if they experience any challenges with the e-Supplier portal to avoid delays.

**7. TECHNICAL INFORMATION**

- **LM** gave a brief background on Transnet Pipelines business, Executive Summary of the project, current status, a high-level objective and deliverables, bidders were also encouraged to thoroughly read the scope of services as contained in the RFP and the presentation slides 15 to 20.

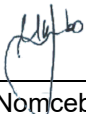
**8. GENERAL/ QUESTIONS AND ANSWERS**

- Bidders were requested to submit their Questions raised at this briefing in writing for TPL to respond adequately and these will be issued to all bidders in TPL clarification form.

**9. CLOSING**

Meeting was closed at 11:09 am.

**Complied By:**



Nomcebo Ngcobo  
Strategic Sourcing Specialist  
Date: 15/05/2026

# ENERGY TRANSITION

## PROJECT

**TPL/2026/02/00219/3957/RFP**

**NON-COMPULSORY TENDER CLARIFICATION MEETING**

FOR THE PROVISION OF PROFESSIONAL SERVICES FOR A SPECIALIST CONSULTANT TO DEVELOP AN ENERGY TRANSITION STRATEGY FOR TRANSNET PIPELINES

**Date: 05 May 2026**

**TIME: 10H00 -12H00**

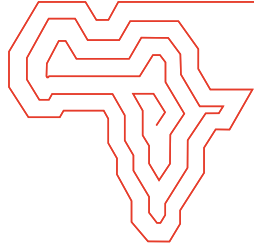
TRANSNET



# Contents

## Energy Transition Project – Non-Compulsory Tender Briefing Agenda

TRANSNEF

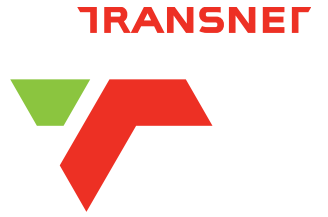


- 01** Welcome & Safety Share
- 02** Introduction of TPL Team
- 03** Commercial - Tender Process: Tendering Procedure and clarification of Returnables
- 04** Pricing Instructions & Pricing Schedule
- 05** Project Scope of Services
- 06** Technical Evaluation Criteria
- 07** Questions
- 08** Closing

Please note that this meeting is recorded for meeting minutes purposes

# Energy Transition Project – Introduction TPL Team Members

---



Nomcebo Ngcobo : Strategic Sourcing Specialist

Lwandile Magoda : Executive Manager: Office of the CE (Project Manager)

# Energy Transition Project – Contents of RFP



## SCHEDULE OF BID DOCUMENTS

Section No	Page
SECTION 1: SBD1 FORM .....	4
SECTION 2 : NOTICE TO BIDDERS .....	6
1 INVITATION TO BID .....	6
2 FORMAL BRIEFING .....	7
3 PROPOSAL SUBMISSION .....	7
4 RFP INSTRUCTIONS .....	8
5 JOINT VENTURES OR CONSORTIUMS .....	8
6 COMMUNICATION .....	8
7 CONFIDENTIALITY .....	9
8 COMPLIANCE .....	9
9 EMPLOYMENT EQUITY ACT .....	9
10 DISCLAIMERS.....	9
11 LEGAL REVIEW.....	10
12 SECURITY CLEARANCE .....	10
SECTION 3: BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENTS .....	12
SECTION 4: PRICING AND DELIVERY SCHEDULE.....	18
SECTION 5: PROPOSAL FORM AND LIST OF RETURNABLE DOCUMENTS .....	27
SECTION 6: CERTIFICATE OF ACQUAINTANCE WITH RFP, MASTER AGREEMENT & APPLICABLE DOCUMENTS.....	32
SECTION 7: RFP DECLARATION AND BREACH OF LAW FORM.....	33
SECTION 8: RFP CLARIFICATION REQUEST FORM.....	38
SECTION 9 : SPECIFIC GOALS POINTS CLAIM FORM .....	39
SECTION 10: CERTIFICATE OF ATTENDANCE OF COMPULSORY RFP BRIEFING.....	45
SECTION 11: PROTECTION OF PERSONAL INFORMATION (FOR NORMAL CONTRACT).....	51

### RFP ANNEXURES:

ANNEXURE A SCOPE OF SERVICES|

ANNEXURE B TECHNICAL RETURNABLE SCHEDULE

ANNEXURE C MASTER AGREEMENT

ANNEXURE D TRANSNET'S GENERAL BID CONDITIONS

ANNEXURE E TRANSNET'S SUPPLIER INTEGRITY PACT

ANNEXURE F NON-DISCLOSURE AGREEMENT

# Energy Transition Project – Electronic Submission Procedures



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.

## SUBMITTING YOUR BID

- Log on to the Transnet eTenders management platform website/ Portal (<https://esupplierportal.Transnet.net/>)  
Please use **Google Chrome** to access Transnet link/site);
- Click on "SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- Click on "ADVERTISED TENDERS" to view advertised tenders
- 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](https://transnetetenders.azurewebsites.net)

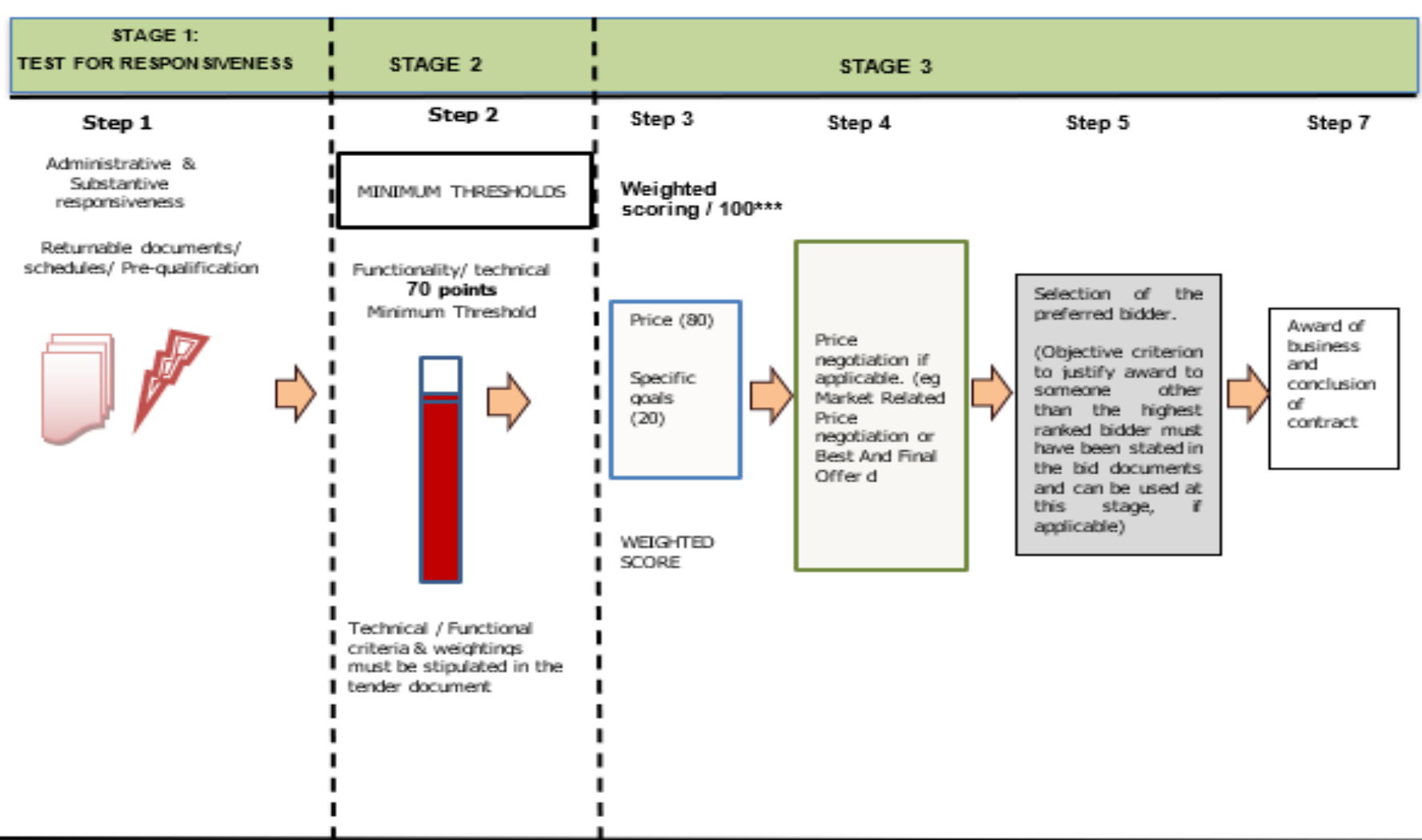


### Considerations

- Time your submissions so that if there are any issues, there is time to escalate & resolve
- Nobody has access to the bids until after the bid has closed
- There is no physical tender box.
- Should you experience challenges with the system, urgently contact: [nomcebo.ngcobo@transnet.net](mailto:nomcebo.ngcobo@transnet.net)



# Energy Transition Project – Evaluation Methodology



# Energy Transition Project – Evaluation Methodology



<b>Administrative &amp; Substantive responsiveness check</b>
• Whether the Bid has been lodged on time
• Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time
• Verify the validity of all returnable documents
• Verify if the Bid document has been duly signed by the authorised respondent
• Whether the Bid contains a priced offer.
• Whether the Bid materially complies with the scope and/or specification given
• Whether the Technical pre-qualification/eligibility criteria set by Transnet have been met



<b>Thresholds</b>	<b>Minimum Threshold</b>
<b>Technical / functionality</b>	<b>70</b>



## Energy Transition Project - Pricing & Specific Goals

Only tenders that achieve the minimum qualifying score for functionality will be evaluated /Only tenders that are Administratively and Substantively Responsive will be evaluated) further in accordance with the 80/20 points systems as described in Preferential Procurement Regulations.

80 where the financial value of one or more responsive tenders received have a value equal to or does not exceed R50 million, inclusive of all applicable taxes,

Evaluation Criteria	Final Weighted Scores
Price	80
Specific goals - Scorecard	20
<b>TOTAL SCORE:</b>	<b>100</b>



# Energy Transition Project – Pricing & Specific Goals

**THE OBJECTIVE OF THIS PHASE OF EVALUATION IS TO ESTABLISH THE BEST OFFER TO TPL, CONSIDERING PRICE AND SPECIFIC GOALS.**

Criteria	Evaluation Approach
Adherence to the Pricing Schedule	<ul style="list-style-type: none"> <li>• For purpose of evaluation and comparison pricing schedule is predefined</li> <li>• Deviation from the pricing schedule disqualifies the bid</li> <li>• Deviations are considered as changes that render the bidders pricing incomparable such as;                             <ul style="list-style-type: none"> <li>• Changing the basis of calculation (e.g. rate based vs. cost/unit);</li> <li>• Exclusions that render the bidder’s price non-comparable;</li> <li>• Changing items requested in the pricing schedule</li> <li>• Changing the quantities of items/ resources requested</li> </ul> </li> </ul>



### Considerations

- If you have any questions about the pricing schedule, write to Transnet to request clarity;
- Adhere to the pricing schedule, No alternative bids can be accepted in the one bid;
- Ensure it all adds up- i.e. arithmetically accurate;

Bidders to note that all pricing must be completed in the eSupplier portal, electronic pricing. No paper pricing schedule should be accepted



## Energy Transition Project - Selected Specific Goals

<b>Specific Goals</b>	<b>Number of points (80/20 system)</b>
B-BBEE Status Level of Contributor 1 or 2	10
Majority Black Women Owned	5
Majority Black Youth Owned	5
Non-compliant contributor	0



## Energy Transition Project - Evidence For Specific Goals

<b>Selected Specific Goal</b>	<b>Acceptable Evidence</b>
B-BBEE Level of contributor (1 or 2), Company majority owned by black Youth & Company majority Black Women Owned	B-BBEE Certificate / Sworn-Affidavit B-BBEE Certificate (in case of JV, a consolidate scorecard will be accept) as per DTIC guidelines

**CLOSING DATE AND TIME:**

**Thursday, 21<sup>st</sup> May 2026**

**at 12H00**

**NO EXTENSIONS TO THIS DATE WILL BE ENTERTAINED WITHOUT GOOD CAUSE  
SHOWN**

**Tender offer validity period of **180 Business Days** after the closing date**



# ENERGY TRANSITION STRATEGY – SCOPE OF SERVICES

## **Develop an Energy Transition Strategy for Transnet Pipelines, which covers the following as a minimum:**

- ❖ An analysis of South Africa's transition from fossil fuels to low-carbon and green energy, including the national roadmap, policy direction, and the country's energy transition targets.
- ❖ An assessment of the liquid fuels logistics sector, including a clear understanding of the current industry structure and how it is likely to be impacted by de-carbonisation and the gradual shift toward low-carbon and green energy resources.
- ❖ An evaluation of the energy carriers and resources that Transnet Pipelines could potentially transport in the short, medium, and long term, aligned with South Africa's energy transition targets and relevant government policies and plans. Ensure that they are given in order of priority based on most to the least commercially viable.
- ❖ An assessment of the infrastructure investments required for Transnet Pipelines to support the transportation of low-carbon and green energy resources.

# ENERGY TRANSITION STRATEGY – SCOPE OF SERVICES

- ❖ An analysis of Transnet Pipelines' existing infrastructure (Pipelines and accumulation facilities) to identify assets that may become stranded due to the transition to low-carbon energy, including an evaluation of the feasibility and cost-benefit of repurposing these assets versus investing in new infrastructure at a conceptual level basis.
- ❖ The development of a clear investment and implementation roadmap for the technologies required to enable the effective transportation of low-carbon energy.
- ❖ An assessment of the impact of the energy transition on employees, including an analysis of future workforce requirements and opportunities for employee reskilling and capability development.
- ❖ An assessment of the impact of the energy transition on employees, including an analysis of future workforce requirements and opportunities for employee reskilling and capability development.
- ❖ An analysis of the environmental impacts associated with the transition to key alternative fuels, and how this aligns with South Africa's environmental sustainability and ESG goals. This should include an assessment of the Environmental Impact Assessments (EIAs) that Transnet Pipelines (TPL) will be required to obtain to support the transition and associated timeframes.
- ❖ A comprehensive analysis of the legal and regulatory framework governing the energy resources that TPL may potentially transport. This should also include recommendations on internal policies that TPL should develop to ensure compliance with the applicable legislation.

# ENERGY TRANSITION STRATEGY – SCOPE OF SERVICES

- ❖ Develop an estimated demand outlook for the recommended energy carriers and resources, including forecasted volume trends in key transition fuels. This estimated demand assessment must include an analysis of the demand required by the coastal and inland provinces.
- ❖ Outline the key risks of shifting from fossil fuels to low-carbon and ultimately green resources for TPL and propose mitigations to address those risks. The risk analysis should be centred around legal, environmental, social, technological, economic and political sphere.
- ❖ Develop a high-level view and financial model for the implementation of the energy transition strategy for TPL which encompass the following.
  - ❑ Estimated cost of infrastructure, both new and cost of repurposing stranded assets.
  - ❑ Estimated operating cost of transporting at least three to four recommended energy resources as mentioned above.
  - ❑ Estimate of future revenues in line with the estimated demand outlook as per paragraph.
  - ❑ Scenario analysis on alternative energy value chains.



# Energy Transition Project– Technical Evaluation Criteria



**THE OBJECTIVE OF THIS PHASE OF EVALUATION IS TO ESTABLISH WHETHER THE BIDDER HAS THE REQUISITE SKILLS, EXPERIENCE AND EXPERTISE TO DELIVER THE PRESCRIBED SERVICE**

- Failure to provide supporting documentation to support an assertion will result in a score of 0 being awarded for that particular criterion
- Failure to achieve a minimum score of 70 points (out of 100) will result in disqualification

## **ELIGIBILITY CRITERIA**

<p>T2.2-01 Previous Experience of the Key Person.</p>	<p>The following evidence will be needed:                  Published article: Please submit a link to the website where the article was published.                  Experience in the energy sector: Please submit a CV with verifiable/contactable references</p>	<p>30</p>	<p><b>30</b></p>
<p>T2.2-02 Previous Experience of the Support Personnel</p>	<p>chedule are South African qualification as per the South African Qualifications Authority (SAQA) and regulated in terms of the National Qualifications Framework Act No. 67 of 2008. Where a CV makes reference to qualifications obtained outside of South Africa the tenderer must be able to demonstrate that the Qualifications are equivalent to the South African National Qualifications Framework (NQF levels)</p>	<p>20</p>	<p><b>20</b></p>

# Energy Transition Project– Technical Evaluation Criteria



<b>ELIGIBILITY CRITERIA</b>			
T2.2-03: Company's Previous Experience	A company is required to demonstrate their experience in the delivery of the same or similar service	10	<b>10</b>
T2.2-04 Approach Paper	The tenderer to submit an approach paper which must respond to the scope of services and outline the proposed approach in developing an energy transition strategy	40	<b>40</b>
<b>Maximum possible score for Functionality</b>			<b>100</b>

## **Step 2: these schedules will be utilised for evaluation purposes:**

T2.2.01 **Evaluation Schedule:** Previous Experience of the Key Person

T2.2.02 **Evaluation Schedule:** Previous Experience of the Support  
Personnel

T2.2.03 **Evaluation Schedule:** Company's Previous Experience

T2.2.04 **Evaluation Schedule:** Approach Paper



# Energy Transition Project– Questions

---

## Questions



**Thank you**

**TRANSNET**

