

QUESTIONS and ANSWERS – Batch 1

Tender Ref No	COR7972/2025/RFP
Tender Description	ACQUISITION OF ADVERTISING CONCESSIONAIRES FOR A PERIOD OF FIVE (5) YEARS AT ACSA AIRPORTS.

NB: Tenderers to acknowledge this Q&A in their tender submission in the table for RECORD OF ADDENDA TO TENDER DOCUMENTS.

Where ACSA response below is different to that provided at the briefing session, this written response supercedes the briefing session response.

No.	BIDDER QUERY/QUESTION From Briefing Session	ACSA'S RESPONSE
1	Can we use approval letters from landlord or municipality as reference since it has details as prescribed, letterhead, contactable, etc	No, the functionality states that reference letters are required.
2	Trade reference - should an agency list for example 2-4 campaigns managed by the media owner over a period making up the R2mil. Not all campaign match a value of R2mil?	This is acceptable provided it is for the same brand, agency or media buyer, then multiple campaigns would be acceptable to make up the R2m per reference letter. The rest of the reference letter to comply with the balance of the functionality requirements.
3	The meeting schedule is about to end. Action Items for this meeting: • Submit necessary information for attending the site visits as a foreign national by the deadline. ~Unassigned	Refer to page 9 of the bid document.
4	what guarantees will need to be provided regarding financials if any?	The guarantee/security deposit is equivalent to the last 3 months' rental of the last lease year in terms of the concession agreement.
5	how long will the transition period be? need to manage existing client contracts	This information will be communicated directly to existing Advertising Concessionaires to manage expectations and is not related to the tender.

End