

Call for Applications for Enterprises to Participate in Transnet Port Terminal Enterprise Development Programme



**Window Opening: 26 September 2025
Closing: 17 October 2025**

Invitation of up to fifteen (15) Transnet Port Terminal (TPT) suppliers (s) to participate in the Transnet Port Terminals Enterprise Development Programme for a period of three (3) years.

by improving capability and resource maturity, quality and delivery, reducing failure and complexity.

Minimum Qualifying Criteria:

- 51% Black Owned Exempted Micro Enterprise (EME) or Qualifying Small Enterprise (QSE).
- The service provider should be in operation for a minimum of three years in the sector of operation.
- The service provider's sector of operation must account for a minimum of 50% of their revenue.
- The service provider should have a minimum of 2 full time employees.
- Focus will be given to service providers in manufacturing and/or companies providing direct services. (refer to Scope of Work for targeted sectors).
- Focus will be given to TPT's regions of operation:
 - Kwazulu-Natal
 - Western Cape
 - Eastern Cape
 - Inland: Penderg and Kendal

Applications must be made on the Transnet etender portal application form accompanied by the necessary supporting documents as stated in the application form.

All applications must be submitted no later than 16:30 on the 17th of October 2025. Applications must be sent to: <https://transnetetenders.azurewebsites.net/>

For more information, please go to <https://transnetetenders.azurewebsites.net/>

Project Title:

**Call for Applications for Enterprises to Participate
in Transnet Port Terminal Enterprise Development
Programme**

SCOPE OF WORK

1. Introduction

Transnet Port Terminals (TPT) is inviting up to fifteen (15) TPT Enterprise who are Small, Medium, and Micro Enterprises (SMMEs) across the regions of Kwazulu-Natal, Eastern Cape, Western Cape, Northwest (Pondoring Terminal), and Mpumalanga (Kendal Terminal). The Enterprise Development (ED) Programme (EDP) is designed to provide targeted support to build sustainable SMMEs that can contribute to the growth of TPT and the local economy while fostering enterprise diversity, promoting business growth, and providing opportunities in key sectors.

2. Background

Enterprise and Supplier Development (“ESD”) is a key element of South Africa’s developmental agenda. Contained within the revised B-BBEE Codes of Good Practise (“the Codes”), this Priority element combines the targeted activity and measurement of Preferential Procurement, Enterprise Development and Supplier Development.

3. Project Overview and Objectives

3.1 Project Overview

The Enterprise Development Programme will run over a three (3) year period across the country. This program will target Exempted Micro Enterprises (EME) and Qualifying Small Enterprises (QSE) with 51% Black Ownership and have been awarded contracts by TPT. The programme aims to address the challenges faced by these beneficiaries by providing a comprehensive support structure to enable their growth and development.

• Objectives

The primary objective of the ED Programme is to assess the needs and development requirements of TPT ED beneficiaries which will enable TPT to craft bespoke interventions for the beneficiaries:

- To build the capacity of these SMMEs through training, mentoring, and access to resources.
- To enable SMMEs to gain access to procurement opportunities, thus fostering economic inclusion.
- To ensure that SMMEs become part of the vetted Transnet Port Terminals (TPT) database, increasing their chances of being awarded future contracts.
- To improve competitiveness, business management, technical skills, and sustainability of SMMEs.

4. Scope of Work

The Enterprise Development Programme will encompass several stages and activities:

4.1 Needs Assessment

A thorough needs assessment of each beneficiary will be conducted to identify the development requirements of the selected beneficiaries, ensuring the program is tailored to meet their specific challenges.

4.2 Development Plan:

The development plan must include the following initiatives as a minimum that may enhance the capacity of each beneficiary:

- **Training and Development:** Offering business management, technical skills, and health, safety, and environmental training.

TRANSNET PORT TERMINALS				Enterprise Development Programme
		Page 2 of 5	Rev 01	

SCOPE OF WORK

- **Mentoring and Coaching:** Providing mentorship focused on business strategy, financial management, and marketing.
- **Access to Resources:** Offering support in the form of loans, grants, technology, and market opportunities.

The Needs Analysis will evaluate the following areas as a minimum:

- **Finance:**
 - Analyse financial data to identify opportunities for cost savings with Enterprises
 - Analyse full financial profile, solvency, profitability, etc.
 - Determine funding requirements if any.
- **Supply Chain (SC):**
 - Identify supply chain inefficiencies or gaps related to Enterprises
 - Analyse supply chain data to optimize Enterprise selection, management, and development.
 - Determine opportunities to improve Enterprise performance and resilience
 - Identify procurement gaps or needs related to Enterprise development (e.g., Enterprise evaluation, contract management)
 - Analyse procurement data to inform Enterprise selection and management decisions
 - Determine opportunities to improve procurement processes.
- **Human Resource (HR)**
 - Identify HR gaps or needs (e.g., training for procurement staff)
 - Analyse workforce data to inform talent management decisions
- **Operations**
 - Identify operational inefficiencies or gaps
 - Determine opportunities to improve operational efficiency
- **Information and Communication Technology (ICT)**
 - Identify ICT gaps or needs (e.g. web page, data analytics)
 - Analyse ICT data to inform technology investments.
 - Determine opportunities to improve digital transformation in Enterprise management
- **Safety, Health, Environment, and Quality (SHEQ)**
 - Identify SHEQ gaps or needs (e.g., ISO compliance)
 - Analyse SHEQ data to inform risk management decisions
 - Determine opportunities to improve Enterprise safety, health, environmental quality performance
- **Legal and Compliance**
 - Identify legal and compliance gaps or needs (e.g., contract review, regulatory compliance)
 - Analyse data to inform compliance decisions
 - Determine opportunities to mitigate legal and compliance risks with Enterprises

The Development Plan will include the opportunities and possible strategies to be implemented for each beneficiary to be financially and operationally independent.

TRANSNET PORT TERMINALS				Enterprise Development Programme
		Page 3 of 5	Rev 01	

SCOPE OF WORK

5. Beneficiary Requirements

To participate in the programme the beneficiary should meet the following requirements:

CATEGORY
5.1 51% Black Owned Exempted Micro Enterprise (EME) or Qualifying Small Enterprise (QSE).
5.2 The service provider should be in operation for a minimum of three years in the sector of operation.
5.3 The service provider's sector of operation must account for a minimum of 50% of their revenue.
5.4 The service provider should have a minimum of 2 full time employees.

5.5 Focus will be given to service providers in manufacturing and/or companies providing direct services and in the following targeted sectors:

- 5.5.1 Construction & Civils
- 5.5.2 Domestic/ Industrial Cleaning & Garden Services
- 5.5.3 Electrical Maintenance including Substations
- 5.5.4 Rigging & Crane Hire
- 5.5.5 Personal Protective Equipment (PPE) Manufacturing
- 5.5.6 Oil Spillage
- 5.5.7 Manufacturing of Equipment Parts, Components & Fabrication
- 5.5.8 Building Air Con Maintenance and Repairs
- 5.5.9 Maintenance of Equipment Air Conditioners
- 5.5.10 Mobile Toilets & Park Homes
- 5.5.11 Laundry Services
- 5.5.12 General Consumables Manufacturing

5.6 Further preference will be given to the following targeted strategic commodities/services:

- 5.6.1 Electrical Maintenance including Substations
- 5.6.2 Oil Spillage
- 5.6.3 Personal Protective Equipment (PPE) Manufacturing
- 5.6.4 Manufacturing of Equipment Parts, Components & Fabrication

5.7 Geographic location

- 5.7.1 The programme is open to service providers nationally; however, preference will be given to services providers near TPT's regions of operation, i.e.

5.7.1.1 KwaZulu - Natal

5.7.1.1.1 Durban

5.7.1.1.2 Richards Bay

SCOPE OF WORK

5.7.1.2 Western Cape

5.7.1.2.1 Saldanha Bay

5.7.1.2.2 Cape Town

5.7.1.3 Eastern Cape

5.7.1.3.1 Gqeberha

5.7.1.3.2 Ngqura

5.7.1.3.3 East London

5.7.1.4 Inland

5.7.1.4.1 North-West - Pendering

5.7.1.4.2 Mpumalanga – Kendal

6. Penalties

Contract termination and/or penalties with immediate effect if issues arise due to the supplier's failure to fully participate and execute in accordance with the terms of the SD agreement. After the supplier development agreement is signed, there will not be any further expenses.

7. Project Duration

The project will be for a period not exceeding three (3) years.

8. Disclaimer

Participation in the TPT SD Programme does not equate to a procurement contract with TPT. Beneficiaries must bid for procurement opportunities as per Transnet's Preferential Procurement Policy.

TPT ED PROGRAM EOI				
Description	Scoring Principal	Guidelines for Scoring/Evaluating	Evidence	Weighting
EIGIBILITY CRITERIA				
Black ownership & B-BBEE Status	The supplier must be a minimum of 51% Black-owned EME or QSE and must hold a valid B-BBEE Level 1 or 2 certificate.	N = Does not meet either ownership or B-BBEE level requirement Y = Meets both 51% BO EME or QSE and Level 1 B-BBEE status with valid certification	Valid BEE Affidavit	Y/N
Full-time employees	The enterprise must have a minimum of two (2) full-time employees.	N= Less than two (2) full-time employees. (2) or more full-time employees. Y= Two	Valid CV's of employees	Y/N
Revenue in Target Secor	The enterprise must have at least 50% revenue from target sector	N= Less than 50% revenue from target sector. 50% or more revenue target sector Y=	Valid 2 years financial statements	Y/N
Years in Operation	The enterprise must have a minimum of three (3) years in operation.	N = Less than three (3) years Y = Three (3) years or more.	Valid reference letter/s from client/s referring to work done at least three years ago	Y/N
TPT Commodity Alignment	Alignment with TPT's commodity focus	0 = No relevance to any listed commodity as per Scope of Work 20 = Operates in 1 targeted commodity with proven service delivery as per Scope of Work (chapter 5.5)	Company Profile	20
TPT Critical Commodity Alignment	Alignment with 1 of TPT's strategic commodity focus (maximum 10 points for applicable commodities)	0 = No relevance to any listed commodity as per Scope of Work 10= Operates in 1 targeted strategic commodity as per Scope of Work (chapter 5.6)		10
TPT Project Experience	Demonstrated history of delivering services/projects to TPT. By providing Purchase orders.	0 = No PO 5 = 1–2 PO's basic service delivery to TPT 10 = 3+ POs proving successful delivery	Purchase Orders and Reference Letters from end-users	10
Industry Certification & Licensing	Possession of all relevant operational licenses and industry-standard certifications.	0 = No documentation Some applicable documents but not comprehensive set of valid, up-to-date licenses and industry-required certifications (e.g.NHBRC, ISO etc.) 2 = 5 = Full	Industry Certificates, Accreditation and/or Licences	5
Quality Management System (QMS)	Demonstrates use of quality systems, continuous improvement, and/or ISO accreditation.	0 = No evidence of QMS 5 = Basic internal quality control measures 10 = Fully implemented, certified QMS (e.g., ISO 9001) and documentation provided	Illustration of QMS Process, QMS System, QMS certificate	10
Project Management Capability	Capacity to plan, manage, and execute complex projects.	0 = No evidence Demonstrates project methodology (e.g., PMBOK or Agile), experienced personnel, and evidence of previous successful project completion 5 =	Illustration of Project Management methodology, Examples of Previous Projects & References from Previous Projects	5
Operational Capacity	Availability of sufficient systems, vehicles, tools, or machinery to meet operational demands.	0 = Severely under-resourced Limited but functional capacity 10 = Demonstrated capacity (fleet & systems) sufficient for large-scale or time-sensitive projects 5 =	Asset Register, Fleet Register, list of systems used by business.	10
	Availability of sufficient personnel.	0 = 0 employees at least 2 employees. = more than 2 employees 5 = 10	Organogram & Staff CVs,	10
Developmental Potential	Ability and readiness to grow in capability, output, and business maturity.	0 = No plan or evidence of growth 5 = Robust growth plans, scalability, willingness to undergo structured development, or already showing upward trajectory	Business Plan	5
Location Suitability	Proximity to TPT operations or terminals, and capacity to serve regional logistics efficiently.	0 = Based in distant province with no logistics strategy Located near 1 TPT facility or has a satellite hub to ensure responsiveness and efficiency 10=	CIPC documents	10
Business Infrastructure	Availability of physical and technological infrastructure including office and storage.	0 = Operates informally or lacks basic infrastructure Functional but limited business infrastructure operational business premises with reliable IT, communication tools, and storage where applicable 5 = 10 = Fully	Pictures of business premises demonstrating infrastructure	10
Financial Health	Financial viability as demonstrated by financial statements, bank rating, and positive cash flow	0 = Financial distress or no record Moderate performance with potential concerns 10 = Positive cash flow, audited financials, or sound credit rating 5 =	3 years Annual Financial Statements	10
Governance & Regulatory Compliance	Adherence to corporate governance, regulatory frameworks, and ethical business practices.	0 = No policies, tax issues, or non-compliance history Comprehensive governance structures (board, policies, ethics), fully compliant with legal and tax requirements 5 =	Company Policy documents, Company registrations documents, VAT registration, Tax Compliance Certificate, CSD registration.	5
Sub Total				100
				100
Minimum passing criteria = 70%				

**Transnet Port Terminals**

an Operating Division of **TRANSNET SOC LTD**

[hereinafter referred to as **Transnet**]

[Registration No. 1990/000900/30]

Call for Applications to Participate in Siyathuthuka TPT Accelerator Programme**Application Form**

ISSUE DATE:	26 September 2025
CLOSING DATE:	17 October 2025
CLOSING TIME:	17h00
SUBMISSION TO:	Transnet e-tender submission portal

YOU ARE HEREBY INVITED TO APPLY TO THE SIYATHUTHUKA TPT ACCELERATOR PROGRAMME OF TRANSNET PORT TERMINAL, A DIVISION TRANSNET SOC LTD					
ISSUE DATE:	26 September 2025	CLOSING DATE:	17 October 2025	CLOSING TIME:	17h00
DESCRIPTION	Call for Applications to Participate in Transnet Port Terminal Siyathuthuka TPT Accelerator Programme				
DOCUMENTS SUBMISSION INSTRUCTIONS					
(please refer to part D for a detailed process on how to upload submissions): https://transnetetenders.azurewebsites.net					
APPLICATION FORM:					
CONTACT PERSON					
TELEPHONE NUMBER					
E-MAIL ADDRESS					
APPLICANT INFORMATION					
NAME OF APPLICANT (business name)					
POSTAL ADDRESS					
STREET ADDRESS					
TELEPHONE NUMBER	CODE		NUMBER		
CELLPHONE NUMBER					
E-MAIL ADDRESS					
VAT REGISTRATION NUMBER (if applicable)					
PERCENTAGE OF BLACK OWNERSHIP					
SIZE OF THE BUSINESS (tick applicable size)	EXEMPTED MICRO ENTERPRISE		QUALIFYING SMALL ENTERPRISE		
NATURE OF THE BUSINESS					
APPLICABLE PROGRAMME (tick applicable programme)	SUPPLIER DEVELOPMENT PROGRAMME (TPT Supplier)		ENTERPRISE DEVELOPMENT PROGRAMME (Not a TPT Supplier)		
IT IS A CONDITION OF THIS APPLICATION THAT THE TAX MATTERS OF THE SUCCESSFUL RESPONDENTS BE IN ORDER, OR THAT SATISFACTORY ARRANGEMENTS HAVE BEEN MADE WITH SOUTH AFRICAN REVENUE SERVICE (SARS) TO MEET THE RESPONDENTS TAX OBLIGATIONS.					
TCP PIN			CSD NO		
SUPPLIER COMPLIANCE STATUS (WITH CSD)	☐ Yes ☐ No		BBEEE STATUS LEVEL SWORN AFFIDAVIT		

Signature of the Applicant		Date:	
----------------------------	--	-------	--

Part A

Part B

1. TAX COMPLIANCE REQUIREMENTS

- 1.1 APPLICANTS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
- 1.2 APPLICANTS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
- 1.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
- 1.4 APPLICANTS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
- 1.5 IN BIDS WHERE UNINCORPORATED CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
- 1.6 WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
- 1.7 RESPONDENTS ARE REQUIRED TO SELF-REGISTER ON NATIONAL TREASURY'S CENTRAL SUPPLIER DATABASE (CSD) WHICH HAS BEEN ESTABLISHED TO CENTRALLY ADMINISTER SUPPLIER INFORMATION FOR ALL ORGANS OF STATE AND FACILITATE THE VERIFICATION OF CERTAIN KEY SUPPLIER INFORMATION. ONLY FOREIGN SUPPLIERS WITH NO LOCAL REGISTERED ENTITY NEED NOT REGISTER ON THE CSD. THE CSD CAN BE ACCESSED AT [HTTPS://SECURE.CSD.GOV.ZA/](https://secure.csd.gov.za/).

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE APPLICATION INVALID

PART C:

RETURNABLE DOCUMENTS

Returnable Documents means all the documents, Sections and Annexures, as listed in the tables below. There are three types of returnable documents as indicated below and Respondents are urged to ensure that these documents are returned with their bids based on the consequences of non-submission as indicated below:

Mandatory Returnable Documents	<i>Failure to provide all these Mandatory Returnable Documents at the Closing Date and time of this RFP <u>will</u> result in a Respondent's disqualification.</i>
Returnable Documents Used for Scoring	<i>Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, APPLICANTS will receive an automatic score of zero for the applicable evaluation criterion.</i>
Essential Returnable Documents	<i>Failure to provide essential Returnable Documents <u>will</u> result in Transnet affording Respondents a further opportunity to submit by a set deadline. Should a Respondent thereafter fail to submit the requested documents, this may result in a Respondent's disqualification.</i>

All Returnable Sections, as indicated in the header and footer of the relevant pages, must be signed, stamped and dated by the Respondent.

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]
At least 51% Black Owned Exempted Micro Enterprise (EME) or Qualifying Small Enterprise (QSE).	
A TPT Service Provider with a contract or Purchase Order.	
The service provider should be in operation for a minimum of three years in the sector of operation.	
The service provider's sector of operation must account for a minimum of 50% of their revenue.	
The service provider should have a minimum of 2 full time employees.	

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]
Black ownership & B-BBEE Status: Valid BEE Affidavit	

<u>RETURNABLE DOCUMENTS USED FOR SCORING</u>	SUBMITTED [Yes or No]
Full-time employees Valid CVs of employees	
Revenue in Target Sector Valid 2 years financial statements	
Years in Operation Valid reference letter/s from client/s referring to work done at least three years ago	
Supplier must be registered and active on Transnet's Vendor Master Database. Valid Vendor Number on Company Letterhead	
B-BBEE DESIGNATED GROUPS: - B-BBEE Affidavit and/or - ID copy (3 months certified) for Youth. - Entity's Municipal/ESKOM bill or letter from Induna/chief confirming residential address not older than 3 months - Certified copy of ID Documents of the Owners and Doctor's note confirming the disability and/or Employment Equity Act 1(EEA1) form.	
TPT Commodity Alignment Company Profile & at least one Reference Letters from end-users	
TPT Critical Commodity Alignment Company Profile & at least one Reference Letters from end-users	
Industry Certification & Licensing Industry Certificates, Accreditation and/or Licenses	
Quality Management System (QMS) Illustration of QMS Process, QMS System, QMS certificate	
Project Management Capability Illustration of Project Management methodology, Examples of Previous Projects & References from Previous Projects	
Operational Capacity Asset Register, Fleet Register, list of systems used by business.	
Operational Capacity Organogram & Staff CVs,	
Developmental Potential	

<u>RETURNABLE DOCUMENTS USED FOR SCORING</u>	SUBMITTED [Yes or No]
General Business Plan	
Location Suitability CIPC documents	
Business Infrastructure Pictures of business premises demonstrating infrastructure & lease agreement or proof of ownership, tools register, IT services contracts.	
Financial Health 3 years Annual Financial Statements	
Governance & Regulatory Compliance Company Policy documents, Company registrations documents, VAT registration, Tax Compliance Certificate, CSD registration.	

PART D:

APPLICATION SUBMISSION

Transnet has implemented a new electronic submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised applications, 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:

a) Log on to the Transnet eTenders management platform website/ Portal (transnetetenders.azurewebsites.net)

b) Click on "ADVERTISED TENDERS" to view advertised tenders;

c) Click on "SIGN IN/REGISTER –to register new bidder information and ensure that all mandatory information is completed) OR;

d) to sign in if already registered;

e) Toggle (click to switch) the "Log an Intent" button to submit a bid;

f) Submit application documents by uploading them into the system against each tender selected.

g) Respondents are to submit application documents by uploading them onto the Transnet system against each tender selected. An applicant can upload 30mb per upload and multiple uploads are permitted.

h) Applicants should ensure that electronic application submissions are submitted at least a day before the closing date and bidders should not wait for the last hour before the deadline to submit. This is to enable them to timeously address issues which they may encounter due to internet speed, bandwidth or the size

of the number of uploads being submitted. Transnet will not be held liable for any challenges experienced by bidders as a result of their own technical challenges.

i) No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net

j) Each company must register its own profile using its company details and use the corresponding registered profile to log an intent to bid as well as submitting any bid.

k) Transnet will not accept a application or will disqualify a bidder who submits a bid in the Transnet e-tender submission through another bidders'/Company's profile. In other words, each bidder must register the intent to bid and submit its bid through its own profile under the same company name that will eventually bid for the tender. No company shall submit a bid on behalf of another company regardless of the company being a subsidiary or holding company.

l) In case of a Joint Venture, any of the parties/companies to the Joint Venture may use its registered profile to submit a bid on behalf of the Joint Venture.

m) A detailed bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net