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Port of Richards Bay: Liquid Bulk (Bunkering and associated fuels) Terminal Request for Proposal

Date : 4 October 2022

Venue: Employee Care Centre

Agenda

1. Welcome	(Port Manager)	10mins
2. Introductions and Apologies	(Chairperson)	15mins
3. RFP Briefing	(Port Teams)	25mins
4. Questions	(Bidders)	20mins
5. Site Briefing at Bunkering Site	(TNPA+Engen)	60mins

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RB | Project Overview

The Project, involves the appointment of a Terminal Operator to finance, refurbish, operate and maintain a Liquid Bulk Terminal for the handling of bunker and associated fuels, for a predetermined period of 25 (twenty-five) years, and the handover and transfer of the Terminal to the TNPA in accordance with the provisions of this RFP and the Terminal Operator Agreement.

REQUEST FOR PROPOSAL	
Information Request Description	Finance, refurbish, operate, maintain, and transfer of a Liquid Bulk Terminal for Bunkering and associated fuels in the Port of Richards Bay
RFP Number	TNPA/2022/09/1069/12165/RFP
Issue & Collection Date	13 September 2022
Bid Fee and Banking Details	This RFP is issued free of charge
Non Compulsory Briefing Session	04 October 2022 @ 10h00
RSVP for : (1) Non Compulsory Briefing session; (2) Site visit; (3) Appointment with existing terminal operator	Requests to be emailed by 03 October 2022 to: RICHARDSBAYBUNKERINGRFP@TRANSNET.NET
RFP Closing Date	13 December 2022 at 10h00

RB | Activities of Terminal

The Terminal Operator shall manage and operate the Terminal for the purpose of:

- ☐ Bunkering Fuel and associated liquid bulk excluding LPG and LNG
- ☐ Receiving and/or dispatching of Cargo to and from the Terminal via pipeline, tankers or linkages to rail;
- ☐ Transit storage of Cargo in tanks;
- ☐ Import of Cargo from the vessel into the tanks for distribution and/or export of Cargo from the tanks into the vessel;
- ☐ Distribution of Cargo to inland customers through rail and road pipeline; and
- ☐ Perform maintenance related activities on Terminal Infrastructure and Terminal Equipment to ensure the optimal operation of the Terminal.

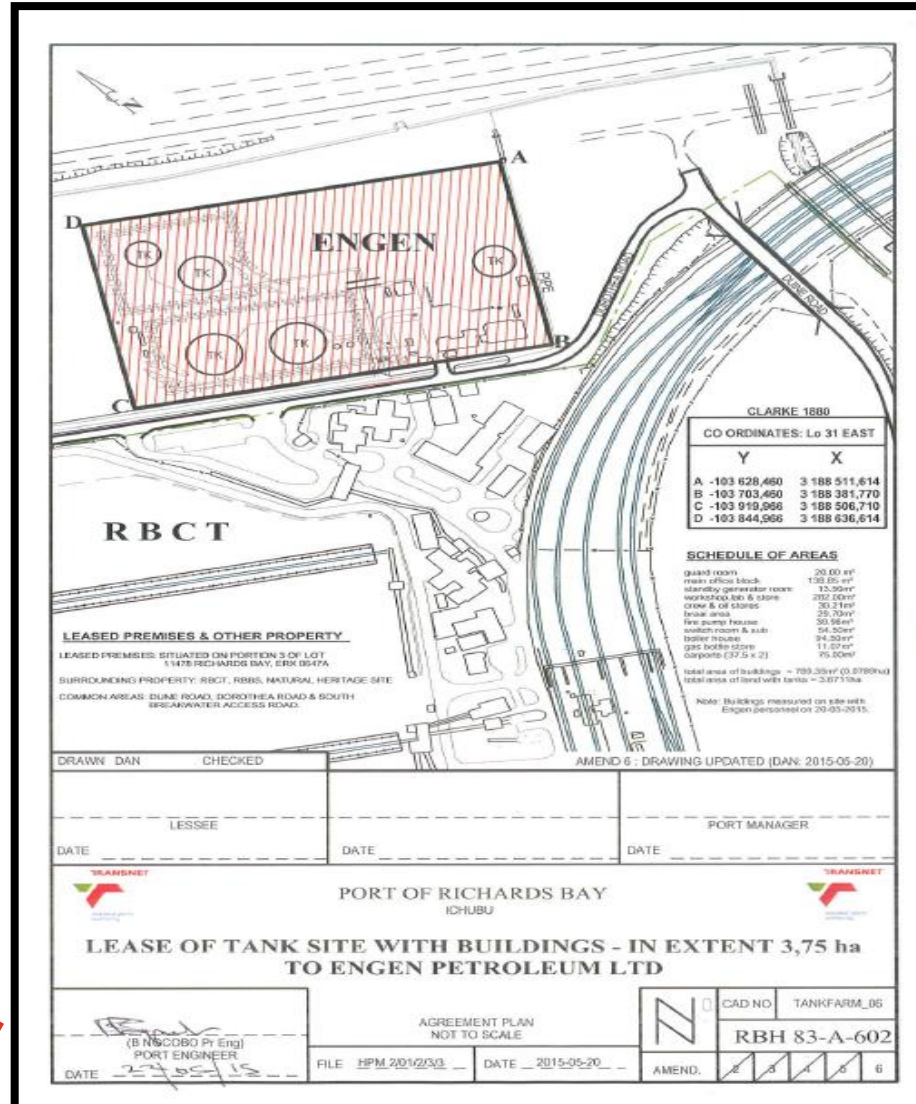
Port of Richards Bay



RB | Locality and Description of Site



- ❑ Area of Site The site to be leased is a portion of land in extent of approximately **37500m²**
- ❑ The site is a brownfield site and is currently equipped with four (4) bunker fuel tanks that vary in sizes from 15000m³, 9500m³ and 4500m³ connected with multiple pipelines that run from the common user Berth 209 to the tank site
- ❑ Road connectivity via Dorothea Road and no rail connectivity. No facility and tank outlet for dispatching and distribution from the terminal



- ❑ TNPA has assessed the condition of the structures on the Terminal, to capture the current state of the various assets making up the Terminal and has prepared the Condition Assessment Report in respect thereof, which is Annexure E.
- ❑ The Condition Assessment Report is made available to enable Bidders to gain insight into the condition of the Terminal, including the Terminal Infrastructure and Terminal Equipment.
- ❑ Such information will be crucial in the Bidders' determination of the scope of work required and associated investment into the Terminal to elevate it to the required standard such that it is fit-for-purpose for the intended Operation.
- ❑ The Bidders must make the necessary allowances and arrangements to verify and validate specific Terminal elements as may be required for its Bid Response. Whilst this information is shared in good faith, TNPA does not accept any liability whatsoever, including for any omissions and/or deficiencies in the annexed Condition Assessment Report or for any loss or damage arising out of or in connection with the use of the information contained therein.

COMMERCIAL

RB | Terminal Equipment

- ❑ Bidders attention is further drawn to the fact that Terminal Equipment belongs to the Incumbent Terminal Operator. The Incumbent Terminal Operator will determine during the Transition Period whether it will sell the Terminal Equipment to the Terminal Operator.
- ❑ A valuation of these assets is attached to Annexure I (Valuation of Assets from Existing Terminal Operator). Bidders should further note that the Terminal Operator shall be entitled to determine and use Terminal Equipment of its own choice. Furthermore, should the Incumbent Terminal Operator decide not to sell its Terminal Equipment or no agreement be reached on the terms and conditions for the sale of such Terminal Equipment, the Terminal Operator shall be required to procure its Terminal Equipment.
- ❑ In the event that the Incumbent Terminal Operator elects to sell the Terminal Equipment to the Terminal Operator, such Terminal Equipment (being the Handover Equipment) will be handed over by the Incumbent Terminal Operator to the Terminal Operator as part of the Terminal.

RB| Common-User Principle, Non-Discrimination and Open Access (third party access)



- ❑ The Terminal, including the Terminal Equipment such as the loading facilities shall be used, managed and operated on a common-user basis and on an equal footing.
- ❑ The Terminal Operator shall not unreasonably discriminate, in its tariff structure or in its trading conditions (including but not limited to all commercial terms and conditions) between various users or potential users of the Terminal and the loading facilities.
- ❑ Terminal Users shall have, on a first come, use it or lose it, basis, open access to the Terminal and the loading facilities available and uncommitted;

RB| Requests for Clarification

- ❑ The Bidder may request clarification on any item contained within this RFP by no later than 18 November 2022, after which date TNPA will not be obliged to enter further correspondence with the Bidder on questions related to that Bid Submission Phase of the Project.
- ❑ All communication regarding the existing Terminal must be made through TNPA in writing
- ❑ Email queries as per format in Annexure Z of RFP to RICHARDSBAYBUNKERINGRFP@TRANSNET.NET
- ❑ Bidders are to check National Treasury eTenders for Updates on RFP



RB | Qualification and Evaluation Criteria

STEP 1 Qualification Criteria Assessment	STEP 2 Evaluation Criteria Assessment Stage 1 Functionality	STEP 3 Evaluation Criteria Assessment Stage 2 Price & Preference	Step 4 Objective Criteria Assessment
Qualification Criteria 1 Administrative Responsiveness a) Timeous submission of Bid Response b) Bid Response Duly Signed c) Mandatory Returnable	Prev. Exp. & Track Record (30) SHE & Risk (20) Financial Capacity (50) Business Case (100)	Evaluation Criteria 1 - Price Concession Fee Offer (90) Points Scored = Points out of 100 X 90% = 90 points	<ul style="list-style-type: none"> Detailed Due Diligence on Bid Response Functionality Economic Development Value Summaries
Qualification Criteria 2 Substantive Responsiveness a) Minimum B- BBEE Level 4 	<ul style="list-style-type: none"> Market Analysis (20) Financial Man. Plan (20) Operating Model (20) Project Schedule (10) Concept Design (10) Funding Model (20) 	Evaluation Criteria 2 – Preference B-BBEE Scorecard (10) Points Scored = Points out of 100 x 10% = 10 points	
Bidders who comply with all the requirements of Administrative and Substantive responsiveness will proceed to Step 2 Evaluation Criteria Assessment	Minimum weighted Score of 70% of total points for this assessment is required in order to be eligible for evaluation under Step 3. A Bidder's whose Bid Response does not score the minimum 70%, will not receive any further consideration.	Bidders will be ranked in accordance with scores achieved with the highest scoring bidder being ranked first and who will then become eligible for appointment as the Preferred Bidder, provided that there is objective criteria which justify the award to another tenderer	If no such objective criteria exist for not awarding to the First Ranked Bidder, the First Ranked Bidder will, be appointed as the preferred Bidder. If such objective criteria does exist, the Second Ranked Bidder will be, appointed as the Preferred Bidder and so on.

All Bid Responses shall be delivered by courier or by hand into the tender box at the following addresses:

Transnet National Ports Authority of South Africa
Tender Box, Ground Floor
Queenswarehouse
237 Mahatma Gandhi Road
Durban, KwaZulu-Natal, South Africa

THANK YOU

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