

REQUEST FOR PROPOSALS: ATNS/RFP12/06/2026/27/BS_FLEET_MANAGEMENT					
The appointment of a service provider to render a new lease fleet motor vehicle with full maintenance for the Air Traffic and Navigation Services SOC limited for a period of sixty (60) months					
Numb	Question/Clarity Date	Name of the Company	Paragraph No. Bid Document	Questions	Response
1	24 August 2026	FleetAfrica a Division of Super Group (Pty)	3.Scope Of Work - VehicleSpecification	Why is the Polo Sedan specification included when no sedan quantity appears in the delivery or pricing schedule?	This was identified as an error on the costing table and has been rectified in Addendum 1
2	24 August 2026	FleetAfrica a Division of Super Group (Pty)	3.Scope Of Work - VehicleSpecification	Do “roof rails” on bakkies refer to cab-mounted rails or canopy-mounted rails?	This should be cab mounted removable rails for the Double Cab options
3	24 August 2026	FleetAfrica a Division of Super Group (Pty)	3.Scope Of Work - VehicleSpecification	Clarify “Soft Tonneau Cover – Rap Cab.”	This is the soft black leathery vover that clips onto the loading bay.
4	24 August 2026	FleetAfrica a Division of Super Group (Pty)	3.8 Roadside Assistance	Is a temporary vehicle required immediately when a breakdown cannot be repaired on site, or only once downtime exceeds 48 hours?	ATNS Sites are in remote arrears , immediate vehcile availability during breakdowns will not be feasible. Temporry vehcile availability after 24/48 Hrs downtime will ensure our fleet is not dimished for a prolonged period while repairs underway.
5	24 August 2026	FleetAfrica a Division of Super Group (Pty)	General Question	Must replacement vehicles have all accessories fitted, including canopy, towbar and BFGoodrich tyres?	Yes
6	24 August 2026	FleetAfrica a Division of Super Group (Pty)	General Question	Confirm whether a current-model vehicle exceeding a stated specification will be accepted where the exact listed derivative or feature has changed.	This is acceptable as long as th specfications are greater than that which was listed in section 3.1.Technical specifications of the bid document (eg the kW and torque values queried)
7	24 August 2026	FleetAfrica a Division of Super Group (Pty)	General Question	Confirm whether annual price escalation is permitted or whether the five annual rates must be fixed at submission.	Vehicle lease values are locked in for the duration of the lease period. Any adjustment will be regulated by the contract provisions linked to interest rates.
8	25 August 2026	Absa Vehicle Management Solutions	General Question	Kindly confirm if we are allowed to submit our response to the invitation to bid, should we not have attended the briefing session.	Attendance of the compulsory briefing session is a mandatory evaluation requirement. Compliance will be verified against the Microsoft Teams attendance register and contact details confirmation maintained by ATNS during the mandatory evaluation stage
9	26 August 2026	Hire It Lower		we formally request the removal of SAVRALA as a disqualifying prerequisite in the ATNS Fleet Management tender. As outlined, SAVRALA does not support small black-owned businesses, nor does it align with B-BBEE objectives or government’s efforts to reduce unemployment.	ATNS internal consultations are currently underway. A response will be provided in due course and within a reasonable period prior to the revised bid closing date of 16 October 2026 .
10	26 August 2026	Fleet Data Technologies	Stage 3 - Page 36 of 81	Insurance clarity : In the briefing, it was said ATNS has its own insurance, in the bid document bidders insurance is requested?	Section 3.8 & Section 7 (Functionality) Roadside Assistance in the Volume 1A is removed as per Addendum 1
11	26 August 2026	Fleet Data Technologies	Page 22 to 30	Branding spec inconclusive	Refer to the Addendum 2
12	26 August 2026	Fleet Data Technologies	General Question	Briefing register of attendance	The attendance register forms part of the procurement record maintained by ATNS. In compliance with POPIA, personal information of attendees will not be distributed to other bidders. Attendance will be verified by ATNS during the evaluation process in accordance with the bid requirements
13	26 August 2026	Fleet Data Technologies	Request	Addendum Update	Addendum 1 Published on 31 August 2026
14	26 August 2026	Eqstra Corporation (Pty) Ltd	3.4.2 (a) (page 25) And 3.7 (page 26)	Should such temporary replacement vehicle also be fitted with the same accessories and branding (including logo and yellow and red reflective tape as specified in Appendix C) as the vehicle it is temporarily replacing?	Accessories are a requirement . Branding will not be required as the vehicle will be earmarked for use outside the Airport [use in the non-Airside area's]. However this will be dependant on the duration of the original vehicle repair time.
15	26 August 2026	Eqstra Corporation (Pty) Ltd	3.7 (page 26)	Kindly confirm whether temporary replacement vehicles are required to be like-for-like replacements in terms of vehicle class, body type and operational capability	Yes . Like for like as the type of vehicles are specificaly selected for certain operational tasks.
16	26 August 2026	Eqstra Corporation (Pty) Ltd	3.7 (c) (page 26)	Kindly confirm whether bidders are required to provide a temporary replacement vehicle where a leased vehicle is unavailable due to theft, accident or any other insurable event.	Yes

17	26 August 2026	Eqstra Corporation (Pty) Ltd	3.8.3 (page 26)	Please confirm whether bidders are required to deliver a temporary replacement vehicle to the location of a vehicle in distress, or whether it will be acceptable to transport the occupants to a safe location and provide the replacement vehicle at the relevant ATNS operating location on the next business day.	Transportation of staff will not be required it will be covered under the ATNS insurance. Delivery of the replacement vehicle at the relevant ATNS operating location within two business days will be acceptable.
18	26 August 2026	Eqstra Corporation (Pty) Ltd	Stage 3 functionality criterium 1, requirement no 5 accident and insurance management (page 36)	Please confirm whether bidders are required to include comprehensive motor insurance and accident management services as part of the lease offering.	ATNS does have comprehensive insurance in place
19	26 August 2026	Eqstra Corporation (Pty) Ltd	Pricing schedule clause 3, sub-clause 3.11 (page 52)	If insurance is required to be included, kindly provide the fleet claims history for the past 36 months, including dates of loss, claim descriptions and claim values, to enable bidders to obtain accurate insurance quotations. Note that bidders need at least 7 working days to obtain insurance quotes from the insurers.	Not Applicable
20	26 August 2026	Eqstra Corporation (Pty) Ltd	3.8.2 (page 26)	Please confirm whether accident management services, including accident scene assistance and claims administration, are required as part of the fleet management solution.	Claims managemnet is handled by ATNS Insurance
21	26 August 2026	Eqstra Corporation (Pty) Ltd	SBD 3.3 (page 51)	We note that branding is required on only 49 of the 54 leased vehicles. Kindly identify the specific vehicles that require branding.	1. Two sedans (ATA) 2. One Hatchback (Bruma) 3. One 4x4 (Bruma) 4. One 9 seater (ATA)
22	26 August 2026	Eqstra Corporation (Pty) Ltd	3.3.2 page 24-25; SBD 3.3 (page 53)	Kindly confirm whether the six ad hoc vehicles are required to be supplied with branding and reflective markings aligned to Appendix C.	Yes, Full branding and reflective markings are required for all Ad-Hoc vehciles to allow for Aiport airside access
23	26 August 2026	Eqstra Corporation (Pty) Ltd	SBD 3.3 (page 53)	If branding is required on the ad hoc vehicles, should bidders include the associated costs in the lease rates, or should such costs be quoted separately?	AD-HOC signage price schedule added as per Addendum 1 .
24	26 August 2026	Eqstra Corporation (Pty) Ltd	SBD 3.3 (page 51)	We note an apparent discrepancy between the pricing schedules, wherein bidders are required to indicate once-off signage costs separately, while the total cost over 60 months appears to require these costs to be included in the lease pricing. Kindly confirm which pricing approach is required.	The once off cost is to be completed before delivery (Year1) . Refer to response on question 23 above.
25	27 August 2026	The Standard Bank of South Africa Ltd	None	Please can you confirm where the clarity questions and answers and the addendums will be posted for review and if there is any confirmation when bidders can expect feedback on the questions asked at the briefing session?	Refer to the Addendum 1 .
26	27 August 2026	The Standard Bank of South Africa Ltd	Page 36, point 7, no1.5	Please confirm if Insurance is to be quoted? If so, please provide the recent 3 years claims history	Refer to the Addendum 1 . ATNS has it own insurance
27	27 August 2026	The Standard Bank of South Africa Ltd	None	Do they vehicles require fuel cards?	No , fleet cards will be managed by ATNS.
28	27 August 2026	The Standard Bank of South Africa Ltd	Page 25, point 3.5	Is fine management required? There is a mention for licensing, but no specs for the fine management, please advise what the bidders need to quote on.	Fine management will be handled by ATNS. Licensing fall within the ambit of the leaser.
29	27 August 2026	The Standard Bank of South Africa Ltd	None	What is the tar vs gravel % Ratio? How much is the vehicle going to be travelling on tar vs gravel?	Difficult to determine as this is dependant on Equipment failures and ATNS maintenance activities . Note that Gravel road usage will be predominantly for 4x4 vehicles
30	27 August 2026	The Standard Bank of South Africa Ltd	Page 19	Please confirm of the 4th bakkie in graph below requires a canopy as request is only for 3.	Confirmed

31	31 August 2026	Afrent (Pty) Ltd	Volume 1A, Clause 6 (Stage 2), Item 4 – Industry Registration	Item 4 requires registration with SAVRALA “OR any other recognised Professional Body for motor vehicle rental and leasing”, failing which a bidder is disqualified. Please identify, by name, each professional body other than SAVRALA that ATNS will recognise for the purposes of item 4.	ATNS internal consultations are currently underway. A response will be provided in due course and within a reasonable period prior to the revised bid closing date of 16 October 2026 .
32	31 August 2026	Afrent (Pty) Ltd	Volume 1A, Clause 6 (Stage 2), Item 4 – Industry Registration	What criteria will ATNS apply in determining whether a professional body is so “recognised”, and what documentary evidence will ATNS accept as proof of registration or accreditation with such a body?	ATNS internal consultations are currently underway. A response will be provided in due course and within a reasonable period prior to the revised bid closing date of 16 October 2026 .
33	31 August 2026	Afrent (Pty) Ltd	Volume 1A, Clause 6 (Stage 2), Item 4 – Industry Registration	Will registration with a body other than SAVRALA be treated as equivalent to SAVRALA registration at the Stage 2 mandatory evaluation? If ATNS is unable to identify any such body, will item 4 be deleted as an elimination requirement, alternatively reduced to a non-eliminating supporting document?	ATNS internal consultations are currently underway. A response will be provided in due course and within a reasonable period prior to the revised bid closing date of 16 October 2026 .
34	02 September 2026	58 Fleet	General Question	Further to the briefing we had , I just need a clarity as to when will you give us the updated images on the branding for ATNS?	Refer to the Addendum 2
35	04 September 2026	Eqstra Corporation (Pty) Ltd	3.4.2 (a) (page 25) 3.7 (page 26) SBD 3.3 (page 51)	Pending Clarification Response and Impact on Tender Preparation We acknowledge ATNS’s communication dated 4 September 2026, advising that our clarification questions are under consideration and that a response is expected by the stipulated due date. This stipulated due date is 11 September 2026. As the tender closes on 18 September 2026, bidders will have only five working days to assess ATNS’s response and incorporate its implications into their submissions. The outstanding clarifications may materially affect our pricing model in relation to questions 1 and 2 posted 26 August and we might need to secure additional approval from our Executive team. Depending on ATNS’s response to Question 8, we may also need to obtain revised input from our suppliers. Request for Extension We therefore respectfully request that ATNS extend the tender submission deadline from 18 to 30 September 2026. This extension will provide bidders with sufficient time after receipt of ATNS’s clarification response to assess its impact, obtain updated supplier input and the necessary internal approvals, and submit a carefully considered and fully responsive tender.	16 October 2026 Extension of closing date
36	04 September 2026	Halfway Malanda (Gilloc Motors)	Volume 1A S	We are still waiting for pictures of how the branding will look like	Refer to the Addendum 2
37	04 September 2026	Halfway Malanda (Gilloc Motors)	Stage 2 No. 4	SAVRAL Issues that needed clarity	ATNS internal consultations are currently underway. A response will be provided in due course and within a reasonable period prior to the revised bid closing date of 16 October 2026 .

38	07 September 2026	Avis	e-mail	During our review of the vehicle specification document and the pricing schedule, we observed that the line items in the price schedule do not clearly differentiate between vehicles equipped with canopies and those requiring soft tonneau covers, as outlined in the tender specifications. Consequently, we are unable to accurately allocate the relevant vehicles within the current pricing schedule. e.g. Gauteng: X 4 Bakkies, Double Cab 2.0L Single turbo Diesel 10AT 4 Wheel Drive ■ Canopy * 2, ■ Soft Tonneau Cover – Rap Cab * 2, Could you please advise on the best way to proceed?	Vehicle referred to is "4 x Bakkie, Double Cab 2.0L Single turbo Diesel 10AT 4 Wheel Drive" . Two (2) will have Canopy and the other two(2) will have Soft Tonneau Cover – Rap Cab