

QUESTIONS and ANSWERS – Batch 3

Tender Ref No	COR8075/2025/RFP
Tender Description	Acquisition of Valet Parking Operators for a period of three (3) years at Airports Company South Africa's, O R Tambo International Airport, Cape Town International Airport and King Shaka International Airport.

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

No.	BIDDER QUERY/QUESTION	ACSA'S RESPONSE
1.	May you kindly advise us which of the Office/Kiosk numbers belongs to Cape Executive Parking currently.	<p>Cape Town International Airport:</p> <ol style="list-style-type: none"> 1. Katanga kiosk is office 1. 2. Cape executive kiosk is office 2. 3. Sweet sensation kiosk is office 3. 4. APS kiosk is office 4. 5. Vacant kiosks on the left is office 5 6. Vacant kiosk on the left is office 6
<p>Thank you for providing the Lease Agreement for the Valet Parking Service Business. We are currently reviewing the documentation in preparation for our submission and would appreciate clarification on the following matters:</p> <p>Kiosk and Bay Allocations-</p>		
2.	Cape Town Kiosk Allocation – Could you please clarify the rationale for allocating 6 kiosks specifically at Cape Town International Airport? We wish to understand whether this is determined by passenger volume, operational requirements, or other criteria.	This is the current infrastructure that is available for valet operation at CTIA and ACSA chose to maintain same.
3.	Bidding Limits Per Airport – What is the maximum number of parking bays that may be bid on per airport? Is there a defined cap or limitation, and how is this determined?	Refer to Bid document, if no limit was specified on the bid document, then prospective bidders can bid any amount of parking bays but limited to the number of total number of bays available for valet operations.
4.	6 Bays Limitation – Please clarify the scope of the "6 bays limitation" referenced in the documentation. Does this apply per kiosk, per airport, or as a total portfolio restriction, and how does it interact with the kiosk allocation structure?	Please refer to the Bid document, 6 Bays limitation is because of limited bays available for the Kiosk purpose.

375 Square Meter Availability		
5.	What this space comprises (kiosks, parking bays, or combined facilities)	Refer to the Bid document
6.	How we apply or bid on this specific allocation	Refer to the Bid document
7.	Whether this is a standard package or requires separate application	Refer to the Bid document
8.	The process for expressing interest in this or alternative space configurations	Refer to the Bid document
Expansion and Growth		
9.	Application for Additional Bays – Should the valet parking business grow and demand increase, what is the process for applying for additional parking bays? Is this treated as a new tender application, or is there provision for expansion under the existing agreement terms?	Tenant will inform ACSA of the need of additional parking bays request, the ACSA will be guided by SCM policy on how to implement if there is available bays that can be allocated to valet operations.
Financial and Operational Terms		
10.	Turnover Rental Calculation – Please confirm whether the turnover rental percentages in Annexure A1 are applied cumulatively across tiers or progressively and provide a worked example for clarity.	Refer to the Bid document. The Lessees would need to pay ACSA the greater of either a Minimum Guaranteed lease amount (fixed) or 9% of turnover rental (top-up); whichever is the greater.
11.	Airside Service Provider Concession Agreement – What are the specific requirements and timeline for concluding this separate agreement, and does failure to secure it affect the validity of the Lease Agreement?	We cannot answer the Airside Service Provider Concession Agreement as that not our department, Valet operation operate at the landside area (Parking Facilities).
12.	POS/RTMS Integration – Please provide the technical specifications and integration requirements for the Point-of-Sale system with the RTMS platform, including any approved vendor lists or associated compliance costs.	The operator should have any POS system that is the only requirement, the ACSA - RTMS will be connected to operator POS.
13.	Security and Suretyship – Is there a preference between cash deposit and bank guarantee for the security requirement? Additionally, for a corporate Lessee, how many sureties are required, and what criteria determine this?	ACSA only accept cash deposit and bank guarantee and sureties are required. The criteria for this are just to prevent revenue loss in case where business closes before end of contractual term and are unable to pay debt owed to us.
14.	Insurance Requirements – What is the specific minimum public liability insurance cover amount required, as this appears to be blank in Annexure A?	Refer to the Bid document.
15.	Holding Over Process – Is the holding over period automatically granted upon written request, or does it require Lessor approval? Can the 3-month period be extended under exceptional circumstances?	Refer to the bid document.

End