

ANNEXURE B				
TNPA/2025/09/0035/106088/RFQ REQUEST FOR PROPOSAL ("RFP") FOR THE Provision of independent review of Transnet's National Ports Authority Tariff Methodology on a once-off basis				
Nr	Evaluation Criteria	Total Weight	Requirements	Scoring Guide
1	Company Track Record	15	Requirements	Scoring Guide
	Previous Company Experience		Demonstration of previous work experience of successfully completed projects of tariff setting, economic regulation, and review of tariff methodologies completed for government agencies, regulatory bodies, or state-owned enterprises.	3 = Submitted Three (3) or more reference letters compliant with the stipulated criteria. 2 = Submitted Two (2) or more reference letters compliant with the stipulated criteria. 1 = Submitted One (1) or more reference letters compliant with the stipulated criteria. 0 = No relevant project or reference letters submitted do not comply with stipulated criteria.
			The bidder must submit a minimum of two (2) signed reference letters from clients for economic regulation and the review of tariff methodologies projects.  The reference letters must include the following criteria: 1. Completed Project's name and description of work delivered; 2. Contact details of the Client; 3. The projects must be for economic regulation and the review of tariff methodologies projects 4. Must be on the clients company letterhead; and 5. Must be duly signed by client representation.	
2	Technical Approach	20	Requirements	Scoring Guide
	Technical Approach and Methodology		Demonstration of ability to execute the project with project deliverables, including the report and presentation.	3 = Submitted a Technical Approach and Methodology paper in a form of a report and presentation, that meets all 3 stipulated minimum requirements. 2 = Submitted a Technical Approach and Methodology paper in a form of a report and presentation, that meets 2 stipulated minimum requirements. 1 = Submitted a Technical Approach and Methodology paper in a form of a report and presentation, that meets 1 stipulated minimum requirements. 0 = Submitted a Technical Approach and Methodology paper in a form of a report and presentation, meets 0 stipulated minimum requirements.
			The bidder must submit a Comprehensive Technical Approach and Methodology paper in a Word report format and PowerPoint presentation detailing method and approach for research, analysis, and preliminary findings on detailed project deliverables. The Technical Approach and Methodology paper must contain the below minimum criteria:  1) - <b>Comprehensiveness of the Approach:</b> demonstrates understanding of revenue determination for regulated entities (understanding of Tariff Methodologies) e.g., Rate of Return, Price Cap.  2) - <b>Legislation:</b> demonstrates understanding of legislation impacting revenue determination e.g., quoting the relevant provisions in legislation and its impact on tariff setting e.g., the Ports Act, ERT Act, Port Directive, and other regulatory frameworks.  3)- <b>Asset valuation:</b> Demonstrates research to be undertaken and analytical tools to be used to determine appropriate asset valuation methods e.g., research in terms of methods used by other regulated entities/ economic regulators in South Africa and globally.	
3	Project Plan	10	Requirements	Scoring Guide
3.1	Project Plan		Demonstration of ability to execute the project with the stipulated scope and timelines. The plan should clearly outline key milestones, deliverables, and the resources allocated to each phase, providing confidence in their capacity to meet deadlines.	3 = Submitted a highly detailed Project Plan with a project duration of six (6) months or less, submitted in recognized project management template (e.g., GANTT chart, RACI, Work Breakdown Structure, e.t.c). 2 = Submitted a Project Plan with a project duration of more than six (6) months to seven (7) months submitted in recognized project management template (e.g., GANTT chart, RACI, Work Breakdown Structure, e.t.c). 1 =Submitted a Project Plan with a project duration of more than seven (7) months to eight (8) months, submitted in recognized project management template (e.g., GANTT chart, RACI, Work Breakdown Structure, e.t.c). 0 = Submitted a Project Plan with a project duration of more than eight (8) months or fails to provide a proposed timeline.
			Bidders must submit a detailed Project Plan with proposed timeline. The Project plan must contain the following : 1. Clearly outline key milestones and deliverables, 2. Resources allocated to each phase 3. Providing confidence in their capacity to meet deadlines. 4. Utilize the timeline benchmarks of six-month as a guide, well- justified shorter timelines will be viewed favourably. Longer timelines must include a compelling rationale.	
4	Qualifications for Key Personnel	25	Requirements	Scoring Guide
4.1	Project Leader/ Manager	8	A list of all qualifications must be submitted in the template provided, together with qualification certificates (with certificate number visible).	3 = Chartered Accountant [CA (SA)] or Chartered Financial Analyst (CFA) or Admitted Attorney. 2 = LLB or Post-graduate studies in Accounting, Investment Management, Commercial Law (NQF Level 8 qualification) or equivalent. 1 = BCom Law, Accounting, Economics, Investment Management (NQF Level 7 qualification) or equivalent. 0 = Advanced Diploma in Law, Accounting, Economics, Investment Management or equivalent qualification.
4.2	Senior Financial Analyst	5	A list of all qualifications must be submitted in the template provided, together with qualification certificates (with certificate number visible).	3 = Chartered Accountant [CA (SA)] or Chartered Financial Analyst (CFA) designations. 2 = Honour's degree (NQF Level 8) or equivalent in the field of Accounting or Finance or equivalent. 1 = Bachelor's degree (NQF Level 7) or equivalent in the field of Accounting or Finance or equivalent. 0 = National Diploma or other non-relevant qualification or equivalent.
4.3	Senior Economic Regulatory/ Market Specialist	4	A list of all qualifications must be submitted in the template provided, together with qualification certificates (with certificate number visible).	3 = Honors or Post-Graduate Diploma (NQF Level 8) in Accounting, Finance, Economics, Treasury Management or equivalent. 2 = Advanced Diploma or Bachelor's degree (NQF Level 7) in Accounting, Finance, Economics, Treasury Management or equivalent. 1 = National Diploma (NQF Level 6) or equivalent in Accounting, Finance, Economics, Treasury Management or equivalent. 0 = National Diploma or other non-relevant qualification.
4.4	Financial Modeller	4	A list of all qualifications must be submitted in the template provided, together with qualification certificates (with certificate number visible).	3 = Honors or Post-Graduate Diploma (NQF Level 8) in Data Science or Econometrics. 2 = Bachelor's degree (NQF Level 7) in Data Science or Econometrics. 1 = National Diploma (NQF Level 6) in Data Science or Econometrics. 0 = Other non-relevant qualification.
4.5	Legal Advisor	4	A list of all qualifications must be submitted in the template provided, together with qualification certificates (with certificate number visible).	3 = Admitted Attorney with LLM (Masters in Law) in Commercial Law/ Competition Law/ Maritime Law. 2 = Admitted Attorney with LLB/ BCom Law. 1 = Legal Advisor with Advanced Diploma in Law. 0 = Other non-relevant qualification.
5	Work Experience of Key Personnel	30	Requirements	Scoring Guide
5.1	Project Leader/ Manager	9	Project Leader/ Manager must demonstrate experience in Commercial Law/ Financial Analysis or Project Management.	3 = 16+ years' experience in Commercial Law/ Financial Analysis and Project Management 2 = 14 - 15 years' experience in Commercial Law/ Financial Analysis and Project Management 1 = 10 - 13 years' experience in Commercial Law/ Financial Analysis and Project Management 0 = Less than 10 years' experience of relevant experience
5.2	Senior Financial Analyst	6	The Senior Financial Analyst must demonstrate experience in Commercial Law/ Financial Analysis and Project Management	3 = 12+ years' experience in Financial analysis, with 6 years as a senior analyst 2 = 8 - 11 years' experience in Financial analysis, with 5 years as a senior analyst 1 = 5 - 7 years' experience in Financial analysis, with 3 years as a senior analyst 0 = Less than 5 years in Financial analysis
5.3	Senior Economic Regulatory/Market Specialist	5	Senior Economic Regulatory/Market Specialist must demonstrate experience in Economic/ Market or Economic Regulation.	3 = 12+ years' experience in Economic/ Market analysis or Economic Regulation, with 6 years as a senior specialist 2 = 8 - 11 years' experience in Economic/ Market analysis or Economic Regulation, with 5 years as a senior specialist 1 = 5 - 7 years' experience in Economic/ Market analysis or Economic Regulation, with 3 years as a senior specialist 0 = Less than 5 years in Economic/ Market analysis or Economic Regulation
5.4	Financial Modeller	5	Financial Modeller must demonstrate experience in Financial Modelling or Financial Modelling in Economic Regulation.	3 = 10+ years' experience in Financial Modelling or Financial Modelling in Economic Regulation 2 = 8 - 9 years' experience in Financial Modelling or Financial Modelling in Economic Regulation 1 = 5 - 8 years' experience in Financial Modelling or Financial Modelling in Economic Regulation 0 = Less than 5 years in Financial Modelling or Financial Modelling in Economic Regulation
5.5	Legal Advisor	5	Legal Advisor must demonstrate experience in legal advisory.	3 = 7+ years of relevant legal advisory experience. 2 = 5 - 6 years of relevant legal advisory experience. 1 = 3 - 4 years of relevant legal advisory experience. 0 = Less than 3 years of relevant legal advisory experience.
TOTAL WEIGHT		100	Scoring Guide	
TECHNICAL MINIMUM THRESHOLD		66.67	3 - The tenderer fully meets requirements =100% of the points 2 - Partially meets requirements= 66.67% of the points 1 - Do not meet requirements = 33.33% of the points 0 -No response from bidder =0% of the points	