



TRANSNET NATIONAL PORTS AUTHORITY

TENDER NUMBER: TNPA/2024/11/0006/82453/RFP

DESCRIPTION OF THE WORKS: REHABILITATION OF THE SHIP REPAIR FACILITY IN THE PORT OF MOSSEL BAY FOR A PERIOD OF TWENTY-FOUR (24) MONTHS.

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**COMPULSORY BRIEFING MEETING FOR:**  
**QUESTIONS AND ANSWERS**

**Scope of Work**

1. **Question:** Access to the site?

**Answer:** Via main port gate. As to the date for access, it shall depend on the contractor's construction methodology. The Contractors are to stipulate the site access date in their schedule submitted with tender. The final date will be incorporated into the Schedule of Deviations for Contracting purposes.

2. **Question:** Work Breakdown structure discussion?

**Answer:** The Work Breakdown structure (WBS) gives an indication of the scope and how it is packaged together for assessment of progress and claims. The Contractor may propose their own WBS.

3. **Question:** Regarding the fishing season, should the contractor conduct the site visit during the fishing season, or only once the season has ended? During the first few months, I just need clarity on the timing in relation to the fishing season. If the fishing season is active, do you require the slipway to remain operational while all the vessels are in the harbour, or should the slipway operations be suspended during this period?

**Answer:** Contractor to advise TNPA of required date for site access and TNPA will communicate to industry regarding unavailability of the facility. TNPA have already primed the industry to the project and advised that they use alternative facilities

4. **Question:** regarding the demolition of the two Jetties, which are about 17 meters. When demolishing the jetties, do you want a specific clearance from the seabed?

**Answer:** Bidders are required to include, as a component of their tender, the cutting of the wooden leads in the jetties at seabed level, including all associated activities necessary to ensure safe execution, proper debris removal, and full compliance with environmental regulations.

5. **Question:** Where is the laydown area for the project?

**Answer:** TNPA will make the parking area alongside the Quay available for laydown.

6. **Question:** Could you please share the list of TNPA-approved dumping sites

**Answer:** There are no TNPA approved dump sites. Any compliant dump site will be acceptable.

7. **Question:** Could you please share the **detailed drawings**

**Answer:** A set of AFC (Approved for Construction) drawings will be issued to the successful tenderer on award

8. **Question:** Will there be any Contractor's design required as part of this project?

**Answer:** There's no design from the contractor.



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9. **Question:** The building is currently occupied; could you please clarify where the occupants will be temporarily relocated, and who will be responsible for managing the relocation

**Answer:** The existing building is operational, and current occupants will need to be relocated to a temporary facility for the duration of construction. It will be the Contractor's responsibility to provide the temporary facility and to manage the relocation process.

The BoQ has been updated to reflect this.

10. **Question:** I also heard you refer to the winch house and the various components you highlighted. Now, apart from the current slipway, you also want to run operations on the site slip. Does this mean you require a completely new winch system, or will we be utilising the existing winch and integrating any new components? In other words, for both the main slipway and the site slip, are we using the current winch systems, or installing entirely new ones?

**Answer:** All equipment will be new, no refurbishment.

11. **Question:** If this is a multi-disciplinary contract then 2 weeks is too short to submit a tender.

**Answer:** The Tender closing date has been extended to 28<sup>th</sup> January 2026.

### **Previous experience – Company experience**

1. **Question:** Thank you. My question is regarding the mechanical requirements. It states 20 years of experience, with a focus on winches and cables.

This seems rather narrow. Is there any possibility to broaden the criteria to include relevant experience across the mechanical sector, rather than limiting it specifically to winches and cables? The reality is that in the country, there may be only one or two companies capable of delivering such projects, given the limited demand or scope (e.g., 500-ton works). Broadening the requirement would allow candidates with relevant mechanical experience, even if not strictly in winches and cables, to be considered.

**Answer:** The project will only be considered if it demonstrates experience in the construction of a winch system OR a cradle system. The winch system must include subcomponents such as a gearbox, motor, drum, wire rope, and control system

Regarding the 20-year requirement, Transnet is not necessarily stating that a company must have 20 years of experience. If a company has gained the relevant experience within a shorter period, such as 10 years, it can still achieve a full score. The 20-year reference was included to ensure broad inclusivity and to accommodate a wide range of potential bidders. In other words, projects older than 20 years will not be considered.



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- 2. Question:** When we talk about projects for previous experience, does this refer to any project, or is there a value or scope threshold? For example, in the case of bridges, buildings, or other civil works, how is a project defined?

Is it based on having a completion certificate, or is there another criterion? Some projects may be very large and cannot be broken down, while others may be smaller but still significant. How do we determine which projects qualify?

**Answer:** The overall value and complexity of the project will not be evaluated during evaluation process, but the most crucial aspect is that the completed project must have a crane and winch system in order to be considered.

- 3. Question:** Under the electrical section, you list about six requirements, but some of the items are quite far removed from one another. In practice, you may have one project where you only meet three of the six, while another project covers a different combination. That should still constitute relevant experience, because a company may have six or seven projects overall, yet none of them will necessarily include all six elements in a single project.

A fair and equitable approach would be to state that meeting three or four of the listed requirements is acceptable. Otherwise, the criteria become open to interpretation or may be viewed as subjective.

The same applies to the civil section. The description refers to "concrete works," which is very broad. If I have built a bridge, that already demonstrates concrete experience. If I have constructed a bridge in a river course, then that includes in-water works. These are the types of scenarios that highlight where the requirements feel somewhat grey—both in their description and in how wide they are for any single project to meet all listed elements.

**Answer:** From the six items listed in the schedule, the Bidder must submit evidence demonstrating involvement in at least one item per project that includes the installation, testing, and commissioning of Medium Voltage (MV) electrical systems, as confirmed by a reference letter, to qualify for points. Projects limited exclusively to Low Voltage (LV) activities will not be deemed sufficient to meet the required experience criteria.

- 4. Question:** In helping to refine these requirements, particularly in the civil and building environment, it's important to note how contracts are managed. I understand that you prefer working with NEC contracts and often take a very hands-on approach with your contractors. However, many other contracts are actually administered by consultants.

In these cases, letters and completion certificates are almost always issued by the consultants, as they have been granted the authority by the employer under the terms of the contract. This is an important consideration and should be taken into account when evaluating experience and documentation. The same principle also applies to GCC contracts.



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To clarify, in practice, when you complete a project and compile a completion letter, it is usually not prepared by the contractor's engineer alone. The certificate is issued by the consultant or the employer's representative, who holds the authority under the contract. The employees themselves typically do not stamp or issue the certificate; it is the consultant acting on behalf of the employer who has the contractual authority to do so.

**Answer:** As stated in the RFP, completion certificates or reference letters must be signed by the Client, not the Consulting Engineer. However, where a letter has been issued by the Consultant on behalf of the Client, the Bidder must provide the Client's details and clearly indicate the relationship between the Client and the Consultant. The documentation must specify the scope of work, the Client's contact details, as well as the project start and completion dates. If the completion certificate or reference letter does not explicitly outline the scope of work, the Bidder must submit a separate write-up detailing the project scope.

- 5. Question:** During tender briefings, it would be beneficial to engage with the consultants who draft the tender documents to ensure that experience requirements are practical and clearly understood. Currently, most of the points are allocated to extensive experience across multiple disciplines—mechanical, electrical, civil, and others—which is often unrealistic for a single company or individual to meet.

While the requirement for core mechanical (9 ME) experience is understood and justified, expecting bidders to also meet equally high criteria across additional disciplines makes the tender overly restrictive and may limit competition. This could ultimately delay the project if no bidder meets all requirements.

A more workable approach would be to:

- Break the evaluation into key disciplines.
- Allow different team members to collectively meet the experience requirements.
- Permit negotiation or clarification where bidders meet the primary criteria but have minor gaps in supporting areas.

The intention is not to lower standards but to ensure the criteria are achievable, so the tender can progress without needing re-advertisement or restructuring. In its current form, the experience requirements are disproportionately demanding and may hinder project delivery.

**Answer:** Unfortunately, this is a specialized project, with most of the works occurring underwater, which requires highly specialized contractors.

As stated in the RFP, the Bidder must demonstrate 9ME of experience in the installation or construction of winch or cradle systems, MV electrical systems, jetties/key walls/caissons, and



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buildings. The Bidder is required to have mechanical knowledge in-house, while other aspects of the scope may be outsourced.

It is important to emphasize that the evaluation focuses on specialized marine works, and the criteria cannot be lowered, as doing so would compromise TNPA's standards and potentially the quality and safety of the project.

The requirement is 9ME class of construction work, however, components requiring 7CE, 6EP, and 5GB CIDB classifications shall be executed by a contractor registered in the appropriate CIDB grade and class in compliance with CIDB regulations. This cannot be lowered.

A contractor can supplement his experience through JV partners or sub contractors who have the requisite experience.

- 6. Question:** May I humbly follow up on my previous point regarding an alternative approach? We understand that the 9ME requirement is clear for the project. Could we consider a framework where, once the main requirement (9ME) is met, the other divisions—such as electrical, civil, or general building—can be reviewed and addressed in discussion with the bidder?

In other words, if the main criterion is 9ME, which is the most critical, can we focus on confirming that first, and then handle the remaining requirements—like electrical or civil experience—through ongoing discussions or negotiations? This approach would separate the core mandatory criteria from the other areas that may be more flexible, allowing us to work collaboratively to provide the right personnel or documentation where needed.

Without this flexibility, there is a risk that we may fail to secure a capable bidder before the project even begins. I hope this suggestion is clear and provides a practical path forward.

**Answer:** The requirement is 9ME class of construction work, however, components requiring 7CE, 6EP, and 5GB CIDB classifications shall be executed by a contractor registered in the appropriate CIDB grade and class in compliance with CIDB regulations. This cannot be lowered. Experience can be supplemented through JV partners or sub-contracting with firms that have the specialist experience.

### **Previous experience – Key Personnel**

- 1. Question:** You want to use a 60% threshold for all of these things. You took about 60% threshold, so that would be past mark. If you get below that, what does that mean? Does it? Does that section will not count or does it still count even though you scored less than 60%?

**Answer:** The overall pass mark is 60%. If your overall score is less than 60%, you will not advance to the next stage. This is the end of the road.

- 2. Question:** It obviously needs certain amount of points to get. You know, to get to pass the Quality criteria and then and you said you need 60% in everything.

**Answer:** The Bidder may receive less than 60% for a sub-criterion, but the overall score for all sub-criteria must be 60% or higher for the Bidder to progress to the next stage.

### **Environmental Management**

#### **Observation:**

- 1. Question:** Is there a reason why I need professional quality management and construction managers approach? Should I speak for a lot of the appointment this year? How many of them adds that's that keep it up along with the quantification?

**Answer:** Yes, qualified professionals are required for positions such as Quality Officer, Project Manager, and Construction Manager. If the bidder does not have these resources inhouse, they may pursue outsourcing or temporary employment.

### **Environmental Management**

#### **Observation:**

Or the observation is general say it's not to you in environmental. The observation is not since we have started, we are talking environmental. Before environmental it was health and safety. Before there were other criteria on whether it's in or other things that are done. I'm just observing that.

Clearly it means that for the requirements sought for this project, we are now in around a qualification and maximum experience of degree people might get around 12 or 14 now. That's the observation. It's not a question to you directly. It's just an observation that we are acquiring people with degrees, with diplomas, with maximum experience to get better marks.

**Answer:** We note the observation., We are looking for quality.

### **Specific goals**

- 1. Question:** The subcontract agreement usually involves value, starting allowance, risk, all of that. It will be irresponsible to sign agreement for the work you don't have as a main contractor. I propose and ask that you would approve the memorandum of understanding of agreement that indicates.
- That be sufficient because the agreement itself is a lot of variables which is not.

**Answer:** Subcontracting agreements typically include details such as contract value, provisional allowances, risk allocation, and other commercial terms. It would not be appropriate for the main contractor to sign a full subcontracting agreement for work that has not yet been formally awarded.

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A Memorandum of Understanding (MoU), Letter of Intent (LoI) to subcontract, or a pre-bid subcontracting agreement will be sufficient as acceptable evidence for subcontracting, provided that the documents are duly signed by both parties (i.e., the main contractor and the proposed subcontractor(s)).

Once the main contract has been awarded, a formal subcontracting agreement can then be drafted and signed by both parties based on confirmed project details

### **Contract data**

#### **Comment:**

The two clauses, performance bond and the retention are in nature, supporting previously advantaged companies. They are, in design meant for previously advantage companies with lots of millions.

Now I'm asking you to review. If you can't review the whole thing, maybe let them be the percentage to grow similarly on their retention.

If do we still need to keep the two and I know that we can remove maybe all of them on the project, can we review the reduction of the percentages even on the retention so that it can at least assist in the cash flow of the business? Thank you.

**Answer:** This is a contractual matter. We've got a contracts and legal department that deals with these matters. Can we just ask you to send this in writing ? You're welcome so that we can consult and come up with the final answer for that.