



delivering freight reliably

**FOR THE PROVISION OF APPOINTMENT OF SERVICE PROVIDER TO REVIEW
THE WORK CONDUCTED BY TRANSNET FREIGHT RAIL (TFR) IN PREPARATION
FOR THE ECONOMIC REGULATION OF RAILWAYS, ON FREIGHT RAIL
REGULATORY REFORM FOR A PERIOD OF SIX (6) MONTHS**

TCC/2023/04/0001/27040/RFP

CLARIFICATION QUESTIONS – 23 MAY 2023

Clarification questions and proposed responses

No.	Clarification question posed	Transnet Responses
1	Would only the 7 key resources be considered, i.e. no supporting team to deliver the engagement?	The first amendment issued to prospective bidders makes provision for associates on the bidders project team which can used to support delivery of the engagement. Transnet will not dictate how many associates bidders use however we will require bidders to provide a rate in South African Rand (ZAR) for this category. Therefore, tenderers would need to decide on their own rate dependent on the resources they would use for this category.
2	Would the engagement be Secondment or Deliverable-based?	The engagement would be deliverable based and the final deliverable scope will be discussed and agreed with the successful bidder at the conclusion of the process
3	Considering that South Africa has not done this before, how would a global rate card impact the DPSA requirement.	Transnet acknowledges the global nature of the expertise sought and therefore bidders not compelled to use the DPSA rate card when quoting their pricing, however all prices must be quoted in South African Rand (ZAR)
4	It seems that the key resources identified in the RFP would largely be global SMEs with experience in rail reform / accounting separation. As you can imagine, the rates are significantly higher than our SA rates. Would Transnet consider having a local team to support the global SMEs with the delivery and execution.	Transnet acknowledges that several of the roles listed in the RFP may require global experts as this is first time this type of reform is being undertaken on South Africa's railways. Transnet will not dictate how bidders choose to staff their teams however we will require bidders to clearly indicate who their respective key resources are to fulfil the roles outlined in step 3 of the evaluation criteria.
5	If this is the case, please advise how the pricing will accommodate a team in respect of each workstream, i.e. Accounting, Legal, Economics, Rail, etc.	Bidders can allocate support resources to the associate category in Section 4: Pricing and delivery schedule. These resources will be billed at the standard rate provided by the bidder. The bidder therefore needs to ensure it is quoting a rate per category (whether that resource is external or internal or both in RSA).
6	Please confirm that Client References refers to a list of Contactable Client References and not Client Reference Letters.	Yes, Transnet requires bidders to provide contactable references for the previous experience included in the bidder submission should further due diligence be required.
7	Please could you consider a 2-week extension, to allow us to submit a bid that meets the minimum threshold of 80%.	Transnet can provide bidders with a five (5) working day extension moving the closing day to the 2 nd of June