

NON-COMPULSORY ONLINE TENDER BRIEFING SESSION

TRANSNET



RFP Number: TNPA/2025/03/0002/92645/RFP

**FOR THE APPOINTMENT OF A PROFESSIONAL SERVICE PROVIDER
FOR THE BOEGOEBAAI PORT AND RAIL DEVELOPMENT MARKET
RESEARCH STUDIES FOR A PERIOD OF SIX (6) MONTHS**



Date	: 06 June 2025
Time	:10:00
Venue	: Microsoft Teams

AGENDA



AGENDA ITEM	PRESENTER
1. Welcome and Introduction	SCM
2. Safety Briefing and Evacuation Procedure	SCM
3. Meeting Rules	SCM
4. Background	End-user
5. Scope of Work	End-user
6. Tender Evaluation Methodology	SCM
6.1 Evaluation Steps	SCM
6.1.1 Administrative and Substantive Responsiveness	SCM
6.1.2 Technical Evaluation Criteria	End-user
6.1.3 Pricing and Delivery Schedule	End-user
6.1.4 Specific Goals	Supplier Development
6.2 Returnable Documents	SCM
7. Tender Submission	SCM
8. Questions & Answers	ALL

1. WELCOME AND INTRODUCTION



Meeting Purpose and Objective

- The purpose of this meeting is to clarify the Request for Proposal: **RFP No TNPA/2025/03/0002/92645/RFP.**
- RFP advertised on the on the Transnet and National Treasury e-Tender Portals.
- The objective of this meeting is to ensure that Transnet National Ports Authority's objectives related to the service requirement is well understood.
- To report any fraud, tip-offs anonymous: **0800 003 056** or **transnet@tip-offs.com**

2. Safety Briefing and Evacuation Procedure



Safety Briefing and Evacuation Procedure



3. MEETING RULES

- 3.1 Attendees to remain muted during the presentations.
- 3.2 All questions to be raised after the presentation.
- 3.3 Attendees must make use of the hand raise function on MS Teams to be acknowledged if they have a question to raise.
- 3.4 TNPA will endeavor to answer all questions during the session, however all answers to be responded to in writing and issued with briefing session minutes.
- 3.5 Questions to be sent via email to **TNPATenderenquiries1@transnet.net** by no later than **Wednesday, 25 June 2025 at 15:00pm**.
Use the Tender reference number as subject.
- 3.6 No information will be repeated during the session for the benefit of those who join the session late.

BACKGROUND AND SCOPE OF SERVICES

TRANSNET



4. BACKGROUND



- 4.1 The Transnet National Ports Authority (TNPA) holds a strategic position in the country's transport logistics by managing South Africa's nine commercial seaports. TNPA seeks to establish an additional port in the Northern Cape named Boegoebaai which will be a green port. The establishment of the port is driven by strategic objectives that are aimed at enhancing South Africa's economic and energy landscape. This is an effort to enable reduction of greenhouse gas emissions in various sectors and strengthen South Africa's export portfolio as well as reduce reliance on single commodity export. The port is intended to handle various commodities, not limited to bulk liquid, dry bulk and break bulk.
- 4.2 The key infrastructure development for Boegoebaai is the Port and Rail which are strategic infrastructure initiatives aimed at enhancing trade and logistics capacity in the region. The project seeks to develop a deep-water port and supporting rail infrastructure to facilitate bulk commodity exports and general cargo operations. Some of the key projects pursued by the programme are listed hereunder:
- a) Port of Boegoebaai: Proposed new port infrastructure construction – Breakwater, Liquid Bulk and Dry Bulk Berths, Multi-Purpose Terminal, Stockpile Yard, Container Terminal, Liquid and Dry Bulk Terminals, Ship Repair Yard, Admin Craft Basin, Administration Building, Port Control Tower, Warehouses, Bulk Services, Site Wide Services and Access etc.
 - b) Connecting Railway line: Proposed new 550km railway line connectivity between the port and mining hubs in the Northern Cape.
- 4.3 It is in this context that Transnet National Ports Authority invites suitably qualified Service Providers to submit proposals for conducting a market research analysis for the Boegoebaai Port and Rail Development Project, located in the Northern Cape. The objective of this engagement is to assess market demand, industry trends, and commercial viability of the proposed port and rail infrastructure. TNPA requires a comprehensive market analysis to inform investment decisions and ensure commercial feasibility.

4. BACKGROUND CONTINUED



4.4 The Objective of the Assignment:

The primary objective of the Works is to assist the TNPA with a comprehensive market analysis including assessing the market demand, industry trends, commercial viability of the proposed port and rail project and the impact of the development on the existing port systems and rail corridors in South Africa.

The Service Provider must produce excel data, analyze outputs and produce a final report containing the following information inter-alia:

- i. In-depth market analysis of current and future trade volumes for bulk liquid, dry bulk and break bulk relevant to the Boegoebaai Port and Rail corridor.
- ii. Identification of key industries and commodities that could leverage the port and rail infrastructure while promoting sustainable practice.
- iii. Assessment of regional and global market trends affecting trade via Boegoebaai Port and Rail solution. Boegoebaai Port being the key driver for regional trade.
- iv. Evaluate competitive positioning or advantage against existing ports and rail networks.
- v. Provide financial and economic insight into the project's market potential.
- vi. Develop a freight model for the Boegoebaai Port and Rail corridor.
- vii. Engagement with key stakeholders, including mining industry, agriculture, rail sector, and other key stakeholders, government, private sector, green hydrogen producers, and industry associations, to validate findings.

5. SCOPE OF SERVICES



The Service Provider is required to identify and liaise amongst others with various large scale and small-scale mining houses, agriculture industry/organizations, rail sector and/or associations, green hydrogen and its derivatives producers, internal Transnet stakeholders, external stakeholders, subject matter experts and other relevant parties to achieve the deliverables of this assignment. The Service Provider is required to carry out market analysis using appropriate tools and models to deliver to the TNPA:

- 5.1 Market Demand Analysis
- 5.2 Competitive Landscape Assessment
- 5.3 Stakeholder Engagement
- 5.4 Freight Demand Model Boegoebaai Port and Rail Development
- 5.5 Economic and Financial Analysis

The Service Provider shall be responsible for providing and managing the necessary resources and tooling required to carry out all aspects of this assignment. Success of the assignment depends on the Service Provider's ability to:

- 5.6 Carefully plan the execution of this assignment to be completed within six (6) months.
- 5.7 Quickly mobilize the necessary resources and subject matter experts on the assignment.
- 5.8 Identify and implement critical interdependencies, enablers including the required consultation with internal & external stakeholders.
- 5.9 Work closely with Transnet for any relevant information, guidance, and support.

5. SCOPE OF SERVICES CONTINUED



Deliverables:

The Service Provider is required to deliver to the TNPA as a minimum, the following information:

- a) Inception Report.
- b) Market Research Report.
- c) Stakeholder Engagement Report.
- d) Economic and Financial Analysis Report.
- e) Boegoebaai Freight Model.
- f) Final Reports and Presentations.

Presentation Of The Outputs And Reports:

The outputs comprising the stated deliverables, must be presented (preferably using MS Powerpoint, Word, Excel and any other format) to the TNPA in a face-to-face workshop to discuss the findings, make recommendations and debate options if necessary. Further to the workshop, each deliverable/report must be revised and finalized in accordance with instructions from the TNPA. The Service Provider will be expected to highlight assumptions, constraints & limitations of their analysis, validations, critical gaps and key success criteria. Final written reports and presentation decks will be submitted to the TNPA.

Management Of The Study:

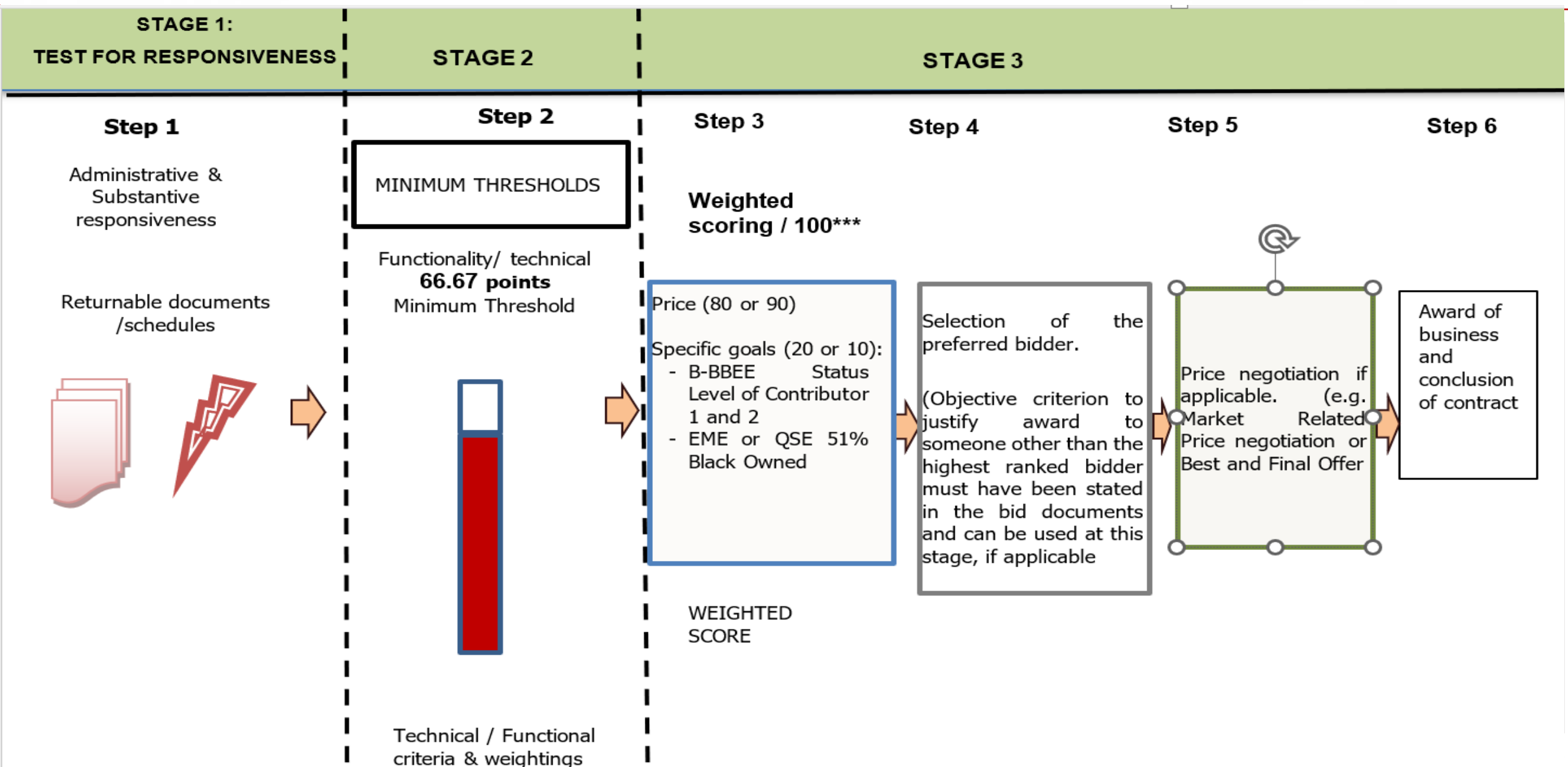
The Service Provider will not advertise the contract or the project to any third party, nor communicate directly with the media (in any jurisdiction) whatsoever without the express written notification and consent of TNPA. The Service Provider will obtain the permission and approval of TNPA before using the details of the contract in any advertising media or to any third party.

Refer to **Annexure A** of the RFP document for the detailed scope of services.

6. TENDER EVALUATION METHODOLOGY



6. TRANSNET'S EVALUATION METHODOLOGY





6.1. EVALUATION STEPS CONTINUED

6.1.1. Step One: Test for Administrative and Substantive Responsiveness

The test for administrative and Substantive responsiveness will include the following:

Administrative responsiveness check:	RFP Reference
• Whether the Bid has been lodged on time	<i>Section 1 paragraph 3</i>
• Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time	<i>Section 5</i>
• Verify the validity of all returnable documents	<i>Section 5</i>
• Verify if the Bid document has been duly signed by the authorised respondent	<i>All sections</i>

Check for substantive responsiveness:	RFP Reference
• Whether any general and legislation qualification criteria set by Transnet, have been met	<i>All sections including: Section 2 paragraphs, 2.2, 6, 11.2, General Bid Conditions clause 20</i>
• Whether the Bid contains a priced offer as prescribed in the pricing and delivery schedule	<i>Section 4</i>
• Whether the Bid materially complies with the scope and/or specification given	<i>All Sections</i>

The test for administrative and substantive responsiveness [Step One] must be passed for a Respondent's Proposal to progress to Step Two for further evaluation



6.1. EVALUATION STEPS CONTINUED

6.1.2. Step Two: Minimum Threshold 66.67 points for Technical Criteria

The technical evaluation will be conducted out of 100 points. Respondent's will be required to achieve a minimum threshold of 66.67 points for Technical Evaluation in order to proceed to the next stage of evaluation (Price and Specific Goals Evaluation). The test for the Technical and Functional threshold will include the following:

Technical Evaluation Criteria	Points Weightings
Company Experience: Demonstration of company's years of experience in the market research analysis field in either/or Ports, Railway, Freight Transportation, Agriculture and Mining Industries within the public and/or private sector within the past twenty (20) years (from closing date of RFP).	10
Company Past Performance: Demonstration of previous work experience of successfully completed market research analysis projects in either/or Ports, Railway, Freight Transportation, Agriculture, Mining Industries within the public and/or private sector using the best practises and systems within the past twenty (20) years (from closing date of RFP).	20
Project Approach / Methodology: Submission of a project approach/ methodology for execution of the project. The project approach/ methodology must address the scope of work and include the technical approach and demonstrate the bidder's understanding of the project objectives.	20
Project Execution Timeframe: Demonstration of ability to execute the project in terms of TNPA's requirements within a six (6) month timeframe through submission of a comprehensive project plan programme, indicating in a logical sequence the order and timing of activities that will take place in order to provide the works in a logical sequence.	20



6.1. EVALUATION STEPS CONTINUED

Technical Evaluation Criteria	Points Weightings
Key Resources Years of Experience: Submission of CV's of the proposed project team demonstrating relevant capacity and experience of the following resources: 1. Team Leader/Project Manager (Lead Economist) 2. Market Research Analyst 3. Stakeholder Engagement Specialist 4. Geographic Information System (GIS)/Data Analyst 5. Economist/Financial Analyst	20
Key Resources Qualifications: Submission of relevant academic qualifications for the proposed project team. The following key personnel are required to form part of the project team: 1. Team Leader/Project Manager (Lead Economist) 2. Market Research Analyst 3. Stakeholder Engagement Specialist 4. Geographic Information System (GIS)/Data Analyst 5. Economist/Financial Analyst	10
Total Weighting:	100
Minimum qualifying score required:	66.67

6.1. EVALUATION STEPS CONTINUED

6.1.3 Step Three: Evaluation and Final Weighted Scoring

- a) Price Criteria (Weighted score 80 or 90 points):

Evaluation Criteria	RFP Reference
• Commercial Offer	<i>Section 4</i>

Transnet will utilise the following formula in its evaluation of Price:

$$PS = 80 \left(1 - \frac{Pt - Pmin}{Pmin} \right) \text{ OR } PS = 90 \left(1 - \frac{Pt - Pmin}{Pmin} \right)$$

Where:

<i>Ps</i>	=	Score for the Bid under consideration
<i>Pt</i>	=	Price of Bid under consideration
<i>Pmin</i>	=	Price of lowest acceptable Bid

6.1. EVALUATION STEPS CONTINUED



6.1.3. Step Three: Evaluation and Final Weighted Scoring cont...

Pricing And Delivery Schedule

Respondents will be required to complete the pricing and delivery schedule. The pricing and delivery schedule is attached to **Section 4 of the RFP document**

Notes to Pricing:

- a) Respondents are to note that if the price offered by the highest scoring bidder is not market-related, Transnet may not award the contract to that Respondent. Transnet may-
 - i. negotiate a market-related price with the Respondent scoring the highest points or cancel the RFP;
 - ii. if that Respondent does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the second highest points or cancel the RFP;
 - iii. if the Respondent scoring the second highest points does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the third highest points or cancel the RFP.
 - iv. If a market-related price is not agreed with the Respondent scoring the third highest points, Transnet must cancel the RFP.
- b) Prices must be quoted in South African Rand [ZAR] inclusive of VAT.
- c) Prices are to be quoted on a delivered basis and all items of the pricing schedule must be priced, failing which the respondent's proposal will be made non-responses and not proceed to the next stage of evaluation.



6.1. EVALUATION STEPS CONTINUED

- d) Any disbursement not specifically priced for will not be considered/accepted by Transnet. Travel bookings must be made in line with the Transnet Travel Policy. The overall cost quoted shall be inclusive of all travel and accommodation costs that will be required to complete the scope of services in full. Accommodation and Flights shall be arranged at Government Rates (3 star accommodation) and Economy Class Flights and Basic Car Hire (Group B). Disbursements will be reimbursed at cost price upon presentation of an undisputed invoice. Any disbursement invoiced that is not in line with aforementioned guidelines will not be accepted by Transnet for payment. Bidders may be required to provide a detailed breakdown of projected disbursement costs upon request by Transnet prior to finalisation of award.
- e) To facilitate like-for-like comparison bidders must submit pricing strictly in accordance with this pricing schedule (Section 4) and not utilise a different format. Deviation from this pricing schedule (Section 4) could result in a bid being declared non-responsive.
- f) Hourly rates of professional resources will be benchmarked against the standard Department of Public Service and Administration (DPSA) rates for consultants. Where bidders proposed rates are in excess of the DPSA rates, negotiation will be undertaken.
- g) Rates proposed must be aligned with the DPSA Guide on Hourly Fee Rates for Consultants.
- h) Please note that should you have offered a discounted price(s), Transnet will only consider such price discount(s) in the final evaluation stage if offered on an unconditional basis.
- i) Respondents, if awarded the contract, are required to note that their prices quoted would be kept firm and fixed for the contract duration. [Not to be confused with bid validity period Section 2, clause 1].



6.1. EVALUATION STEPS CONTINUED

6.1.4. Transnet Preferential Procurement Policy Specific Goals

b) Specific Goals [Weighted score 20 or 10 points]

- Specific goals preference points claim form.
- Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table indicated in Section 4.1 of the specific goals Claim Form.
- Final Price scores will be rounded off to the nearest 2 (two) decimal places. Preference points will be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table indicated below:

Specific Goal	Number of points (80 / 20)	Number of points (90/10 system)	Acceptance Evidence
B-BBEE Status Level of Contributor 1 and 2	10.00	5.00	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline.
EME or QSE 51% Black Owned	10.00	5.00	B-BBEE Certificate / Sworn-Affidavit /B-BBEE CIPC Certificate (in case of JV, a consolidate scorecard will be accepted) as per DTIC guidelines.
Non-Compliant and/or B-BBEE Level 3-8 contributors	0.00	0.00	



6.1.4 Transnet Preferential Procurement Policy Specific Goals continued

Key Pointers Determining The Validity Of A Sworn Affidavit

- a) Name/s of deponent as they appear in the identity document and the identity number.
- b) Designation of the deponent as either the director, owner or member must be indicated in order to know that person is duly authorized to depose of an affidavit.
- c) Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- d) Percentage of black ownership, black female ownership and designated group.
- e) Indicate total revenue for the year under review and whether it is based on audited financial statements or management account.
- f) Financial year end as per the enterprise's registration documents, which was used to determine the total revenue.
- g) B-BBEE Status level. An enterprise can only have one status level.
- h) Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- i) Date deponent signed and date of Commissioner of Oath must be the same.
- j) Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.
- k) Valid B-BBEE certificate from SANAS accredited verification agency, CIPC B-BBEE certificate or BBBEE sworn affidavit complying with the following requirements.
- l) In case of Joint Ventures, a Venture Agreement SANAS approved B-BBEE certificate must be submitted. The individual company sworn Affidavits/certificates will not be considered for JV's.
- m) Letters from the verification agency stating that the bidder is on the process of being verified will not be acceptable.
- n) The B-BBEE certificate/affidavit must be submitted on the date and time of closing of tender.

6.1.4 Transnet Preferential Procurement Policy Specific Goals

Valid B-BBEE Sworn Affidavit

**Example:
VALID
SWORN
AFFIDAVIT**

Name of deponent & ID Number

SWORN A I/E EXEMPTED MICRO ENTERPRISE

I, the undersigned,

Full name & Surname	SUNDHRAN NAIDOO
Identity number	7406165131089

Enterprise details

Hereby declare under oath as follows:

- The contents of this statement are to the best of my knowledge a true reflection of the facts.
- I am a member / director / owner of the following enterprise and am duly authorised to act on its behalf:

Enterprise Name	D S W PLANT AND CIVILS CC
Trading Name	SK PLANT AND CONSTRUCTION
Registration Number	2006/037956/23
Enterprise Address	32 PARAGON PLACE INDUSTRIAL PARK PHOENIX 2008

Indicate BO & BWO
Tick or underlined Mngt Acc or AFS

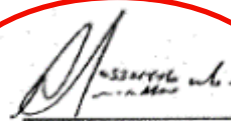
- I hereby declare under oath that:
 - The enterprise is 100 % black owned;
 - The enterprise is 0 % black woman owned;
 - Based on the management accounts and other information available on the 2016 financial year, the income did not exceed R10,000,000.00 (ten million rand);
 - Please confirm on the table below the B-BBEE level contributor, by ticking the applicable box.

Financial Year (dd/mm/yyyy)

B-BBEE Status Level based
on Black Ownership

100% black owned	Level One (135% B-BBEE procurement recognition)	☒
More than 51% black owned	Level Two (125% B-BBEE procurement recognition)	☐
Less than 51% black owned	Level Four (100% B-BBEE procurement recognition)	☐

Commissioner of Oath
signature and date


Commissioner of Oaths
Signature & stamp

Deponent signature and date

Deponent Signature: 
Date: 16 August 2016

Commissioner of Oath Certification Stamp


SOUTH AFRICAN POLICE SERVICE
COMMUNITY SERVICE CENTRE



6.1.4 Transnet Preferential Procurement Policy Specific Goals continued

Valid B-BBEE Certificate

COMPANY NAME

dtic logo

CIPC logo

Example:
VALID CIPC B-BBEE

Bar code with tracking number

Bar code with enterprise number

Certificate number

CIPC Watermark

% of BO, BWO & TWO

B-BBEE Status & Proc Recog Level

Date of issue & expiry date

Reg. Number & Enterprise Name

the dti
Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA

CIPC logo
Companies and Intellectual
Property Commission
a member of the dti group

**B-BBEE CERTIFICATE
FOR
EXEMPTED MICRO ENTERPRISES**

Issued by the Companies & Intellectual Property Commission (CIPC) on behalf of the Department of Trade and Industry. Based on the Financial Statements/Management Accounts and other information available on the latest financial year-end, the annual Total Revenue was R10,000,000.00 (Ten Million Rands) or less.

This Certificate serves as an Affidavit in terms of Code Series 000, Section 4.5 of the Amended Codes 2013.

Tracking Number: 9367024326

Enterprise Number: K2017267673

B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION

B-BBEE INFORMATION

Certificate Number	9367024326
Total Number of Shareholders	ONE (1) SHAREHOLDER(S)
Number of Black Shareholders	ONE (1) BLACK SHAREHOLDER(S)
Number of White Shareholders	ZERO (0) WHITE SHAREHOLDER(S)
Black Ownership Percentage	100% BLACK OWNERSHIP
Black Female Percentage	100% BLACK FEMALE OWNERSHIP
White Ownership Percentage	0% WHITE OWNERSHIP
B-BBEE Status	B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION
Date of Issue	01-June-2022
Expiry Date	31-May-2023

- Unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution: 0%
- Black people who are youth as defined in the National Youth Commission Act of 1996: 100%
- Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act: 0%
- Black people living in rural and under developed areas: 0%
- Black military veterans who qualify to be called a military veteran in terms of the Military Veterans Act 18 of 2011: 0%

ENTERPRISE INFORMATION

Registration number	2017 / 267673 / 07
Enterprise Name	JOEL MARK (PTY) LTD
Registration Date	19-June-2017
Enterprise Type	Private Company
Enterprise Status	In Business

Physical Address
the dti Campus - Block F
77 Mentjies Street
Sunnyside 0001

Postal Address: Companies
P O Box 429
Pretoria
0001

Docex: 255
Web: www.cipc.co.za
Contact Centre: 086 100 2472(CIPC)
Contact Centre (international): +27 12 394 9500

6.1.4 Transnet Preferential Procurement Policy Specific Goals continued

Valid B-BBEE Certificate



VA Name

Enterprise Name
(Cross referenced to Tax Clearance Certificate & Enterprise Registration No.)

Elements verified

Technical Signatory

S.A.B.E.E.R.A.
South African Black Economic Empowerment Agency

COMPANY NAME
CERTIFIED THAT
(REG No: 2003/007768/07**VAT No: 466021785) t/a
AQUA TRANSPORT AND PLANT HIRE (PTY) LTD
13 LEMANS ROAD, PINETOWN

HAS BEEN INDEPENDENTLY RATED IN TERMS OF BROAD-BASED BLACK ECONOMIC EMPOWERMENT ACT NO.53 of 2003 AND AS PER THE CODES OF GOOD PRACTICE NO: 36928

AND IS DEEMED TO BE A

LEVEL 2 CONTRIBUTOR
GENERIC ENTERPRISE
AND HAS A RECOGNITION LEVEL OF 125%

B-BBEE STATUS	POINTS		STATUS
Ownership Equity	20.00	Black Ownership	100%
Management Control	14.27	Black Female Ownership	20%
Skills Development	16.00	ED Beneficiary	No
Supplier & Enterprise Development	42.00	Designated Supplier	No
Socio-Economic Development	05.00	Certificate Number	Gen 001/2017
Priorities Elements achieved	Yes	Date issued	06/02/2017
Level discounted	No	Expiry Date	05/02/2018
Final Level	2		

Technical Signatory

SANAS logo & BVA Number

Example:
VALID B-BBEE

B-BBEE Status, Generic Codes, & Procurement Recog level

Certificate Number & Validity Period



6.1. EVALUATION STEPS CONTINUED

6.1.5 SUMMARY: Applicable Thresholds and Final Evaluated Weightings

Threshold	Minimum Threshold
Technical Evaluation	66.67

Evaluation Criteria	Final Weighted Scores
Price	80 or 90
Specific goals - Scorecard	20 or 10
TOTAL SCORE:	100

6.1. EVALUATION STEPS CONTINUED



6.1.6 Step Four : Objective Criteria (Due-diligence)

Transnet reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. The objective criteria Transnet may apply in this bid process include:

- Impact on Transnet's Return On Investment;
- Rotation of Suppliers to promote opportunities for other suppliers, by overlooking a supplier that has been awarded business repeatedly overtime in order to benefit other suppliers in the market;
- The bidder :
 - bidder(s) is not in good standing with Transnet National Ports Authority due to a poor track record of past performance with Transnet SOC Ltd and or Transnet National Ports Authority;
 - there is clear, uncontrived and/or overwhelming evidence and/or facts that the bidder has or continues to be in breach of any of the provisions contained in the Integrity Pact (Annexure E);
 - the appointment of the bidder would result in a negative impact on Transnet's Return on Investment;
 - is undergoing a process of being restricted by Transnet or other state institution that Transnet may be aware of,
 - can, as necessary and in relation to the proposed contract, demonstrate that he or she possesses the professional and technical qualifications, professional and technical competence, financial resources, equipment and other physical facilities, managerial capability, reliability, experience and reputation, expertise and the personnel, to perform the contract,
 - has the legal capacity to enter into the contract
 - is insolvent, in receivership, under Business Rescue as provided for in chapter 6 of the Companies Act, 2008, bankrupt or being wound up, has his affairs administered by a court or a judicial officer, has suspended his business activities, or is subject to legal proceedings in respect of any of the foregoing,
 - complies with the legal requirements, if any, stated in the tender data and
 - is able, in the option of the employer to perform the contract free of conflicts of interest.



6.1. EVALUATION STEPS CONTINUED

6.1.7 Step Five : Post Tender Negotiations (if applicable)

- Respondents are to note that Transnet may not award a contract if the price offered is not market-related. In this regard, Transnet reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Negotiations will be done in a sequential manner i.e.:
 - o first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
 - o negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.
- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).



6.1. EVALUATION STEPS CONTINUED

6.1.8 Step Six: Award of business and conclusion of contracts

- Immediately after approval to award the contract has been received, the successful bidder will be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent. where applicable.
- Alternatively, acceptance of a letter of award by the Successful Respondent, will constitute the final contract read together with their RFP response and the Standard Terms and Conditions. This will be stated in the letter of award.



6.2. RETURNABLE DOCUMENTS

a) Mandatory Returnable Documents

Respondents are required to submit with their bid submissions the following Mandatory Returnable Documents, and also to confirm submission of these documents by so indicating [Yes or No] in the tables below:

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
SECTION 4 : Pricing and Delivery Schedule	

b) Returnable Documents Used for Scoring

In addition to the requirements of section (a) above, Respondents are further required to submit with their Proposals the following Returnable Documents Used for Scoring and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes/No]
Respondents' submission of documentary evidence in response to Annexure B, technical evaluation criteria.	
Valid proof of Respondent's compliance to Specific Goal requirements stipulated in Section 9 of this RFP: B-BBEE Certificate / Sworn-Affidavit /B-BBEE CIPC Certificate (in case of JV, a consolidate scorecard will be accepted) as per DTIC guidelines.	



6.2. RETURNABLE DOCUMENTS CONTINUED

c) Essential Returnable Documents:

Over and the above the requirements of section (a) and (b) mentioned above, Respondents are further required to submit with their Proposals the following **Essential Returnable Documents** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	SUBMITTED [Yes or No]
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement	
Complete sets of Latest audited annual Financial Statements signed by your Accounting Officer or latest Audited Financial Statements plus 2 previous years (from the bid closing date)	
Section 1: SBD1 Form	
SECTION 5: Proposal Form and List of Returnable documents	
SECTION 6: Certificate Of Acquaintance with RFP, Terms & Conditions & Applicable Documents	
SECTION 7: RFP Declaration and Breach of Law Form	
SECTION 9: Specific Goals Points Claim Form	
SECTION 10: Certificate of attendance of non-compulsory RFP Briefing	
SECTION 11: Protection of Personal Information	
Bidder's Declaration (Form SBD 4)	
Central Supplier Database (CSD) Report	
SARS Tax Compliance Pin	
Project resource Organogram depicting all key resources names and roles in the project	

TENDER SUBMISSION

TRANSNET





7. TENDER SUBMISSION

Bidders must ensure that bids are uploaded timeously onto the system. As a general rule, if a bid is late, it will not be accepted for consideration.

Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

The Turnaround time for when we have received the reference for calls logged is up to 48 hours. This at times is affected by the number of calls logged.

Only alphabetical and/ or numerical characters may be used in filenames. Use of any other characters in the filenames of uploaded documents may result in the document being corrupted, for which Transnet takes no responsibility

The Turnaround time to resolve technical issues once the call has been logged by a tender administrator is up to 48 hours. This at times is affected by the number of calls logged.



7. TENDER SUBMISSION CONTINUED

Closing date: 27 June 2025

Time: 16:00 PM

Proposal submission

Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

a) The Transnet e-Tender Submission Portal can be accessed as follows:

- Log on to the Transnet eTenders management platform website/ Portal (<https://transnetetenders.azurewebsites.net>) Please use Google Chrome to access Transnet link/site);
- Click on "ADVERTISED TENDERS" to view advertised tenders;
- Click on "SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- Click on "SIGN IN/REGISTER" - to sign in if already registered;
- Toggle (click to switch) the "Log an Intent" button to submit a bid;
- Submit bid documents by uploading them into the system against each tender selected.
- No late submissions will be accepted. The bidder guide can be found on the Transnet Portal <https://transnetetenders.azurewebsites.net>

8. QUESTIONS AND ANSWERS



TRANSNET



Thank you

