

**SANRAL**  
SOUTH AFRICAN NATIONAL ROADS AGENCY SOC LTD



Reg.No.1998/009584/30

**BUILDING SOUTH AFRICA  
THROUGH BETTER ROADS**

**REQUEST FOR PROPOSAL [RFP] No: NRA 2024/1322.**

**REQUEST FOR TENDER: APPOINTMENT OF A SERVICE PROVIDER FOR THE  
PROVISION OF OUTDOOR ADVERTISING SERVICES FOR A CONSESSION  
PERIOD OF NINE (9) YEARS**

<b>ISSUE DATE:</b>	<b>04 February 2025</b>
<b>BRIEFING SESSION DATE:</b>	<b>18 February 2025@ 14H00</b>
<b>CLOSING DATE:</b>	<b>07 March 2025</b>
<b>CLOSING TIME:</b>	<b>12:00pm</b>

**SECTION 1: SBD1 FORM****PART B****INVITATION TO BID**

BID NUMBER:	<b>NRA 2024/1322</b>	ISSUE DATE:	<b>04 February 2025</b>	CLOSING DATE:	<b>07 March 2025</b>	CLOSING TIME:	<b>12:00 pm</b>
DESCRIPTION	<b>APPOINTMENT OF A SERVICE PROVIDER FOR THE FOR THE PROVISION OF OUTDOOR ADVERTISING SERVICES FOR A CONSESSION PERIOD OF NINE (9) YEARS</b>						
VALIDITY PERIOD	<b>90 working</b> calendar days including the first day and including the last day.						
<b>BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO</b>							
CONTACT PERSON	<a href="mailto:ProcurementHO09@sanral.co.za">ProcurementHO09@sanral.co.za</a>						
TELEPHONE NUMBER	<b>012 844 8000</b>						
E-MAIL ADDRESS	<a href="mailto:ProcurementHO09@sanral.co.za">ProcurementHO09@sanral.co.za</a>						
<b>SUPPLIER INFORMATION</b>							
NAME OF BIDDER							
POSTAL ADDRESS							
STREET ADDRESS							
TELEPHONE NUMBER	CODE			NUMBER			
CELLPHONE NUMBER							
E-MAIL ADDRESS							
VAT REGISTRATION NUMBER							
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		OR	CENTRAL SUPPLIER DATABASE	UNIQUE REGISTRATION REFERENCE NUMBER: MAAA		
B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE	TICK APPLICABLE BOX]  <input type="checkbox"/> Yes <input type="checkbox"/> No		B-BBEE STATUS LEVEL SWORN AFFIDAVIT		[TICK APPLICABLE BOX]  <input type="checkbox"/> Yes <input type="checkbox"/> No		
<b>[A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE/ SWORN AFFIDAVIT MUST BE SUBMITTED FOR PURPOSES OF COMPLIANCE WITH THE B-BBEE ACT]</b>							
ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES /WORKS OFFERED?						<input type="checkbox"/> Yes <input type="checkbox"/> No  [IF YES, ANSWER QUESTIONNAIRE BELOW ]	
<b>QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS</b>							
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?						<input type="checkbox"/> YES <input type="checkbox"/> NO	
DOES THE ENTITY HAVE A BRANCH IN THE RSA?						<input type="checkbox"/> YES <input type="checkbox"/> NO	
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?						<input type="checkbox"/> YES <input type="checkbox"/> NO	
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?						<input type="checkbox"/> YES <input type="checkbox"/> NO	
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?						<input type="checkbox"/> YES <input type="checkbox"/> NO	
<b>IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 1.3 BELOW.</b>							

**PART B**

**TERMS AND CONDITIONS FOR BIDDING**

1. TAX COMPLIANCE REQUIREMENTS	
1.1	BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
1.2	BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
1.3	APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
1.4	BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
1.5	IN BIDS WHERE UNINCORPORATED CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
1.6	WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.

**NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.**

SIGNATURE OF BIDDER: .....

CAPACITY UNDER WHICH THIS BID IS SIGNED: .....  
(Proof of authority must be submitted e.g. company resolution)

DATE:\_\_\_\_\_

## SECTION 2: NOTICE TO BIDDERS

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### 1. INSTRUCTIONS TO BIDDERS

#### 1.1 Submission of bid

The RFP submissions will close at **12h00 on Friday, 7th March 2025**, and all RFP documentation must be sealed in a clearly marked envelope and placed in the tender box.

Bids shall be clearly marked with the RFP reference number and sealed in an envelope when placing in the tender box and addressed to:

**48 Tambotie Avenue  
Val de Grace  
Pretoria, 0184**

- 1.1.1 **Bidders must submit one original plus one hard copy and electronic copy** (e.g. on compact disk or memory stick). Additional supporting information can be provided in a separate file and cross-referenced in the main submission. The RFP envelope must also contain the Bidder's details on the back of the envelope.
- 1.1.2 No bid may be withdrawn after it has been submitted to Sanral unless the Bidder so requests in writing and such request is received by Sanral before the scheduled closing date. All bids received by Sanral on or before the scheduled closing date and time shall be valid and binding for a period of **90 working days** calculated from the last scheduled closing date ("validity period"). During the validity period or any extensions to the validity period, bid prices shall remain firm save only for cost variations as are measurable by the permissible contract price adjustments as set out elsewhere in this document.
- 1.1.3 No telegraphic, e-mailed or faxed bids will be accepted.
- 1.1.4 Properly motivated alternatives may be submitted but will only be considered if a compliant offer has been submitted. The alternative shall be approached and priced to the same detail as required by this RFP.
- 1.1.6 Bidders will be judged on the basis of the information submitted by the due date as well as additional information as may have been requested by Sanral. A Bidder will be disqualified for the furnishing of, misleading or incorrect information, which Sanral may rely upon in the selection of a preferred Bidder.
- 1.1.7 Bidders must ensure that their bids contain all documents as specified in this RFP.

#### 1.2 Clarification

If a Bidder considers that any of the RFP documents are deficient in any respect and require clarification, or if any words or figures are indistinct or ambiguous, or should Bidders have any queries regarding this document they may contact SANRAL by e-mail or fax only using the contact information stated in the SBD 1 Form.

**Enquiries will close at 16h00 on Monday, 03 March 2025.** Sanral will not be obliged to respond to any queries received after this date. No unauthorised alteration, addition or note entered by the Bidder in the RFP documents shall modify the issued RFP.

### 1.3 Formal Briefing

Tender documents will be available from **05 February 2025 National Treasury's eTender Publication Portal (<http://www.etenders.gov.za>)** and Sanral website

#### A compulsory briefing session

A compulsory briefing session will be conducted Virtually on the on the **18 February 2025, at 12H00** for a period of  $\pm 2$  hours. The briefing session will start punctually, and information will not be repeated for the benefit of Respondents arriving late. **Link for briefing**  
: <https://teams.microsoft.com/meet/339943398336?p=4yOxyjfpwUBJM9i70L>

A tender clarification briefing presentation will be sent to all Bidders who attended the briefing session. It is the responsibility of the Bidder to ensure they receive the presentation.

**Failure to request for a virtual briefing link on time and late arrivals (15 Minutes late), will not be allowed to participate in the meeting and their submissions shall be declared non-responsive.**

A tenderer's representative cannot represent more than one tenderer at the tender briefing meeting

### 1.4. Conflicts of Interest

Bidders are required to identify and to disclose as soon as possible any conflict of interest or potential conflict of interest to Sanral. Bidders should contact Sanral for clarity on whether a conflict of interest actually exists or not. The existence of a conflict of interest, or a failure by a bidder timeously to disclose any such conflict or part conflict of interest, may result in the bidder's bid being disqualified.

### 1.5. Participation in more than one bid

No bidder or any member of the bidder's consortium may participate or have an interest (whether direct or indirect) in any other bidder or in any member of any other bidder's consortium for purposes of submitting a bid.

### 1.6. Collusion with others

Bidders may not negatively engage or collude with any Service Providers, whether local or international, for purposes of submission of bids in response to the RFP. Such action will lead to disqualification with no further evaluation of their bid.

### 1.7. Communication

Specific queries relating to this RFP before the closing date of the RFP should be submitted to the contact person stated in the SBD 1 Form 5 days before tender closing date. In the interest of fairness and transparency, Sanral's response to such a query will then be made available to other bidders.

It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of Sanral in respect of this RFP between the closing date and the date of the award of the business.

Respondents found to be in collusion with one another will be automatically disqualified and restricted from doing business with organs of state for a specified period.

Respondents may also, at any time after the closing date of the RFP, communicate with the name of delegated individual on any matter relating to its RFP response:

All unsuccessful bidders have a right to request Sanral to furnish individual reasons for their bid

not being successful. This requested must be directed to the contact person stated in the SBD 1 form.

#### **1.8. Participation in more than one bid**

Respondents who would wish to respond to this RFP as a Joint Venture [JV] or consortium with B-BBEE entities, must state their intention to do so in their RFP submission. Such Respondents must also submit a signed JV or consortium agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party. If at the time of the bid submission such a JV or consortium agreement has not been concluded, the partners must submit confirmation in writing of their intention to enter into a JV or consortium agreement should they be awarded business by Sanral through this RFP process. This written confirmation must clearly indicate the percentage [%] split of business and the responsibilities of each party. In such cases, award of business will only take place once a signed copy of a JV or consortium agreement is submitted to Sanral.

Respondents are to note that for the purpose of Evaluation, a JV will be evaluated based on one consolidated B-BBEE score card (a consolidated B-BBEE Status Level verification certificate) Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table indicated in the specific goals Claim Form

#### **1.9. Legal Compliance**

The successful Respondent shall be in full and complete compliance with any and all applicable national and local laws and regulations.

#### **1.10. Disclaimers**

Respondents are hereby advised that SANRAL is not committed to any course of action as a result of its issuance of this RFP and/or its receipt of a Quotation in response to it. Please note that Sanral reserves the right to:

- modify the RFP's goods / service(s) and request Respondents to re-bid on any changes;
- reject any Quotation which does not conform to instructions and specifications which are detailed herein;
- disqualify Quotations submitted after the stated submission deadline;
- not necessarily accept the lowest priced Quotation or an alternative bid;
- place an order in connection with this Quotation at any time after the RFP's closing date;
- award only a portion of the proposed goods / services which are reflected in the scope of this RFP;
- split the award of the order/s between more than one Supplier/Service Provider should it at Sanral's discretion be more advantageous in terms of, amongst others, cost or developmental considerations;
- cancel the quotation process;
- validate any information submitted by Respondents in response to this bid. This would include, but is not limited to, requesting the Respondents to provide supporting evidence. By submitting a bid, Respondents hereby irrevocably grant the necessary consent to Sanral to do so;
- request audited financial statements or other documentation for the purposes of a due diligence exercise;

- not accept any changes or purported changes by the Respondent to the bid rates after the closing date and/or after the award of the business, unless the contract specifically provides for it;
- to cancel the contract and/request that National Treasury place the Respondent on its Database of Restricted Suppliers for a period not exceeding 10 years, on the basis that a contract was awarded on the strength of incorrect information furnished by the Respondent or on any other basis recognised in law;
- award the business to the next ranked bidder, provided that he/she is still prepared to provide the required Goods/Services at the quoted price, should the preferred bidder fail to sign or commence with the contract within a reasonable period after being requested to do so. Under such circumstances, the validity of the bids of the next ranked bidder(s) will be deemed to remain valid, irrespective of whether the next ranked bidder(s) were notified of their bid being unsuccessful. Bidders may therefore be requested to advise whether they would still be prepared to provide the required Goods/Services at their quoted price.
- Should a bidder fail to respond to a request for extension of the validity period before it expires, that bidder will be excluded from tender process.

#### **1.11. Participation in more than one bid**

Acceptance of this bid could be subject to the condition that the Successful Respondent, its personnel providing the goods and its subcontractor(s) must obtain security clearance from the appropriate authorities to the level of CONFIDENTIAL/ SECRET/TOP SECRET. Obtaining the required clearance is the responsibility of the Successful Respondent. Acceptance of the bid is also subject to the condition that the Successful Respondent will implement all such security measures as the safe performance of the contract may require.

#### **1.12. Johannesburg Stock Exchange Debt Listing Requirements**

Sanral may also be required to disclose information relating to the subsequent contract i.e. the name of the company, goods/services provided by the company, the value and duration of the contract, etc. in compliance with the Johannesburg Stock Exchange (JSE) Debt Listing Requirements.

#### **1.13. National Treasury's Central Supplier Database**

Respondents are required to self-register on National Treasury's Central Supplier Database (CSD) which has been established to centrally administer supplier information for all organs of state and facilitate the verification of certain key supplier information. Sanral is required to ensure that price quotations are invited and accepted from prospective bidders listed on the CSD. Business may not be awarded to a respondent who has failed to register on the CSD. Only foreign suppliers with no local registered entity need not register on the CSD. The CSD can be accessed at <https://secure.csd.gov.za/>.

**For this purpose, the attached SBD 1 Form must be completed and submitted as a mandatory returnable document by the closing date and time of the bid.**

#### **1.14. Tax Compliance**

Respondents must be compliant when submitting a proposal to Sanral and remain compliant for the entire contract term with all applicable tax legislation, including but not limited to the Income Tax Act, 1962 (Act No. 58 of 1962) and Value Added Tax Act, 1991 (Act No. 89 of 1991).

It is a condition of this bid that the tax matters of the successful Respondents be in order, or that satisfactory arrangements have been made with South African Revenue Service (SARS) to meet the Respondents tax obligations.

The Tax Compliance status requirements are also applicable to foreign Respondents/ individuals who wish to submit bids.

Where Consortia / Joint Ventures / Sub-contractors are involved, each party must be registered on the Central Supplier Database and their tax compliance status will be verified through the Central Supplier Database.

**Sanral urges its clients, suppliers and the general public to report any fraud or corruption to**

**TIP-OFFS ANONYMOUS:**

**0800 204 558**



### **SECTION 3**

#### **BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENT**

##### **1. Introduction**

SANRAL requires concessionaire(s) with high levels of experience and knowledge in the provision of Outdoor Advertising [digital and static/non-digital billboards] on small and large format panels at selected SANRAL managed toll plazas and assets nationally in return for paying SANRAL a concession fee based on the lease/rental charge per month and revenue sharing on gross turnover per month for the duration of the concession. The concessionaire(s) is required to have wherewithal sufficient for the implementation of the Outdoor Advertising project. The Request for Proposal ("RFP") is an instrument being utilised to go to market and attract suitably qualified and experienced media owners to submit proposals on how to best exploit the outdoor advertising portfolio of SANRAL to yield a maximum return.

##### **2. Background**

SANRAL seeks to manage and control outdoor advertising and signage on its toll plazas, own buildings, Gauteng Freeway Gantries, and on/off ramps located on the National Roads in the Republic of South Africa.

From time-to-time, interested parties have come forward with unsolicited proposals to sell advertising on SANRAL's street furniture and buildings (e.g. bridges, toll gates, Gauteng Freeway Gantries, construction boards at construction sites, and commercial properties). Many other players in this industry are already benefitting from SANRAL's traffic by placing advertising alongside the national roads agency's network (with no commercial benefit for SANRAL). Given SANRAL's forays into business development and increasingly generating its own revenue, the Agency is looking at maximising value using its outdoor assets and/or infrastructure for this purpose. Even as it enters outdoor advertising, SANRAL's approach has been and remains one that prioritizes safety on the road. Therefore, SANRAL will limit outdoor advertising to carefully selected toll plazas, own buildings, Gauteng Freeway Gantries and on/off ramps on National Roads.

## 2.1 South African National Roads Limited – SANRAL

(a) SANRAL has three (3) toll concessionaires:

- **Bakwena Platinum Corridor Concessionaire** – responsible for a 95 km section of the N1 between Pretoria and Bela-Bela (Warmbaths). This also connects the N4 from Witbank at the Proefplaas Interchange with the N4 Platinum Toll Road to Botswana at the Doornpoort Interchange. Bakwena also manages 352 km of the tolled section of the N4 west of Pretoria from the N1 interchange, through Brits, Rustenburg, Groot Marico and Zeerust to Lobatse (Skilpadhek) on the Botswana border.
- **Trans African Concessions** – responsible for 571km of the Maputo corridor between the Hans Strijdom off-ramp in Pretoria and the Port of Maputo in Mozambique, and it operates six toll plazas along the route. Going east, shortly after Machadodorp, at what is known as Crossroads, the N4 toll route splits into two alternative routes, one via Waterval Boven and its tunnel, the other through Schoemanskloof. The two sections of the N4 join again at Montrose, about 30km from Mbombela (Nelspruit).
- **N3 Toll Concessions** – is responsible for managing the 415 km tolled section of the N3 between Heidelberg and Cedara.

(b) SANRAL also manages all the toll roads which are not run by the above three concessionaire companies. The SANRAL Managed Toll Roads include:

- The N1 south of Johannesburg between Johannesburg and Bloemfontein as well as the Huguenot Tunnel, between Worcester and Paarl;
- The N1 sections to the north between Bela-Bela (Warmbaths) and the Beit Bridge border;
- Tolled sections of the N2 in KwaZulu-Natal, comprising the North Coast Road between Empangeni and Durban and the South Coast Road between Port Shepstone and Margate;
- The Tsitsikamma section of N2 on the Garden Route; and
- Magaliesberg section of the N4, west of Pretoria as well as the tolled sections of the N17 and R30.

© In Gauteng, SANRAL operated the Gauteng Freeway Improvement Project (GFIP), which has been cancelled. The Gauteng e-toll road network has 47 Gantries along the N1, N3, N12 and R21. These overhead gantries are situated

approximately every 10km (or between interchanges). Therefore, this RFP includes the use of GFIP infrastructure, on a pilot-basis, and is limited to five (5) Gantries, which may be expanded for more outdoor advertising opportunities in the future. The current approach is to utilise the sidewalls/ panels of the Gantries infrastructure for outdoor advertising purposes. Creativity will play a key role on how best to maximise the outdoor advertising opportunity.

(d) SANRAL assets include its own buildings situated in different regions, i.e.,

- Head Office (48 Tambotie Avenue, Silverton, Pretoria 1001) - the adjacent greenfield land (prime commercial land), may be most ideal for a large digital billboard, facing N4.
- Western Region (1 Havenga Street, Oakdale, Bellville, Western Cape). Building wrap, facing both Durban Road and N1, may be the most ideal option for advertising purposes.
- Eastern Region (Pietermaritzburg, 58 van Eck Place, Mkondeni, KwaZulu-Natal) – The building will not be utilized for outdoor advertising, its location too far removed from the N3.
- Northern Region (38 Ida Street, Menlo Park, Tshwane, Gauteng) – PWC building to be utilised for outdoor advertising at this stage, as indicated below.
- PWC Building, SANRAL Northern House – Suitable for both building wrap and digital billboards, facing N1.
- Southern Region (20 Shoreward Drive, Baywest, Gqeberha, Eastern Park), facing N2 – The building will not be utilized for outdoor advertising.

(e) ON/OFF Ramps on the SANRAL Road Network are included in this RFP.

- The SANRAL national roads have on/off ramps that are important for access to provincial and municipal road network. The ramps provide an opportunity for outdoor advertising. Targeted by bidders at own discretion will be those that are in close proximity to the selected toll-plazas for outdoor advertising, and with high average traffic volumes per day, to maximise revenue generation from advertising.

SANRAL recognises that every national road-user experience is made up of a series of “moments of truths.” It is these “moments” that collectively define road-users memory of a place. SANRAL’s Toll Plazas, buildings, Gauteng Freeway Gantries, on/off ramps present advertisers the opportunity to showcase some of these “moments” that are educational, engaging, and informative.

## 2.2 Available Sites for Outdoor Advertising

This procurement is divided into Eight Packages for available sites, and include the following SANRAL Toll Roads, Own Buildings, Gauteng Freeway Gantries, and on/off ramps on the national roads. The minimum sizes of screens required are also indicated, ranging from medium (Medium)-to-large (Large)-and-extra-large (X-Large):

### 2.2.1 Package One (7 Digital Billboards)

- (a) The N1 south of Johannesburg between Johannesburg and Bloemfontein (Verkeerdevlei Toll Plaza): 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx12m) - one on each side of the Toll Plaza.
- (b) The N1 south of Johannesburg between Johannesburg and Bloemfontein (Grasmere Toll Plaza): 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx12m) - one on each side of the Toll Plaza.
- (c) The Huguenot (Tunnel) Toll Plaza, between Worcester and Paarl: 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx18m) - one on each side of the Toll Plaza. Additional: 1 x medium sized double-sided digital/ electronic LED billboard (4.5mx18m) - 50metres before the Toll Plaza (centre - grass/lawn), travelling from Cape Town or west to east.

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws.

### 2.2.2 Package Two (7 Digital Billboards)

- (a) The N1 sections to the north between Bela-Bela (Warmbaths) (Carousel Toll Plaza): 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx12m) - one on each side of the Toll Plaza.
- (b) The N1 sections to the north between Bela-Bela (Warmbaths) (Kranskop Toll Plaza): 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx12m) - one on each side of the Plaza. Additional 1 x large sized

double-sided digital/electronic LED billboard (4.5mx18m) - 50metres before the Toll Plaza (centre - grass/lawn).

- (c) The Beit Bridge border: 2 x medium sized single-sided digital/ electronic LED billboard (6mx12m) - one on each side of the Toll Plaza.

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws.

### 2.2.3 Package Three (7 Digital Billboards)

- (a) The tolled sections of the N2 in KwaZulu Natal, comprising the North Coast Road between Empangeni and Durban (SANRAL Mvoti Toll Plaza): 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx18m) – one on each side of the Toll Plaza.
- (b) The tolled sections of the N2 in KwaZulu Natal, King Shaka Ramp Toll Plaza: 1 x large-single-sided digital/ electronic LED billboard (4.5mx18m).
- (c) The South Coast Road between Port Shepstone and Margate (Oribi Toll Plaza Office): 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx12m) - one on each side of the Toll Plaza
- (d) The N3, Marianhill Toll Plaza: 2 x medium sized single-sided digital/ electronic LED billboard (4.5mx18m) - one on each side of the Toll Plaza

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws.

### 2.2.4 Package Four (2 Digital Billboards)

- (a) The Tsitsikamma section of N2 on the Garden Route: 2 x medium sized single-sided digital/ electronic LED billboard (6mx12m) – one on each side of the Toll Plaza.

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws.

### 2.2.5 Package Five (7 Digital Billboards)

- (a) The Magaliesberg section of the N4, west of Pretoria (Doornpoort Toll Plaza): 1 x large-double-sided digital/ electronic LED billboard (6mx12m) (Located: Centre - Grass/lawn, 50metres from the Toll Plaza and Petrol Filling Station, nearby).
- (b) The N1, Zambesi North Offramp Toll Plaza: 1 x medium sized single-sided digital/ electronic LED billboard (6mx12m).
- (c) The N1, Zambesi South Offramp Toll Plaza: 1 x medium sized single-sided digital/ electronic LED billboard (6mx12m).
- (d) The N4 (Quagga Toll Gate): 2 x medium sized single-sided digital/ electronic LED billboard (6mx12m) - one on each side of the Toll Plaza
- (e) The N17 (Gosforth Toll Plaza): 2 x medium sized single-sided digital/ electronic LED billboard (6mx12m) – one on each side of the Toll Plaza.

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws.

### 2.2.6 Package Six (5 Digital Billboards)

The SANRAL Buildings:

- (a) **Head Office:** 1 X-Large-V-Shaped single-sided digital/ electronic LED billboard (6mx24m), facing N14 (both directions) (greenfield/Vacant Prime Commercial Land), site: -25.744897, 28.290471
- (b) **CoC Samrand:** 2 X-Large single-sided digital/ electronic LED billboard (6mx24m)– front (south) and back (north) of building, site: -25.916745, 28.151894

- (c) **Bellville:** No digital billboard. Building wrap required, facing both N1(South and North) and Durban Road, and on-ramp to the N1 site: -33.885995, 18.635743
- (d) **PWC SANRAL Northern House:** 2 X-Large-V-Shaped single-sided digital/ electronic LED billboard (6mx24m), facing Atterbury Road and Benschoeman N1. Additional: Building wrap facing Atterbury Road, site: -25.778903, 28.273210

**NB:** More buildings may be added from time-to-time at a later stage when the relevant data has been collected by SANRAL, as part of innovation and continuous improvement.

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws..

#### 2.2.7 Package Seven

- (a) The GFIP: N1 Midrand (Flamingo), [*GPS: Latitude -25.9391; Longitude 28.1401*]
- (b) N3 (IBIS), [*Latitude -26.0925 Longitude 28.1171*]
- (c) N1 Willian Nicol (OWL), [*Latitude -26.0595; Longitude 27.9855*]
- (d) N12 (BEE EATER), [*Latitude -26.1795; Longitude 28.2986*]
- (e) R21 (P119-1 HORNBILL), [*Latitude -26.1285; Longitude 28.2272*]

**NB:** The Gantries Sidewall/ Pillars (Left and Right) only will be utilised at this stage for outdoor advertising purposes. The creative for top panels may also be included, but will not be considered at this stage, and may be considered in the near future. More Gantries may be added to this contract from time-to-time during the period of this contract for maximum revenue generation. Note: the outdoor advertising on the Gauteng Freeway Gantries is a Pilot project to collect relevant data on road safety, engineering, and public perception. The data to be collected during the period of the contract may necessitate ongoing revisions to outdoor advertising model on the gantries for innovation and continuous improvement.

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws.

### 2.2.8 Package Eight

- (a) ON/OFF Ramps on the National Roads. Identify the nearest on/off ramps to the location of the targeted Toll-Plazas where digital screens will be erected (see, the Toll Plazas targeted above, that is, under Packages One (1) to Five (5)). Medium sized single-sided digital/ electronic LED billboard (6mx9m) to be erected. Bidders will choose one on-ramp and one off-ramp from the nearest toll plaza targeted times the number of toll-plazas. Therefore, no on/off ramp will have more than 1 digital billboard each

**Required:** Tenderers are required to provide images, artist impressions, and correct dimensions of the digital billboards proposed. REMEMBER: ROAD SAFETY IS A KEY PRIORITY. Therefore, Bidders are to familiarise themselves with the principles and guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws..

**Tenderers can bid for all eight packages, but no single bidder will be awarded more than Two (2) packages.** The bidders should also include their transformation strategy for the Nine (9) years. The successful bidders will be required to meet SANRAL's Transformation Policy through sub-contracting all or some of works to local small businesses in areas where the Toll Plaza is located. SANRAL's Transformation Policy requires, amongst others, that a minimum of 30% of the works be awarded to SMMEs. Therefore, bidders are required to familiarise themselves with SANRAL's Transformation Policy and Interim Preferential Procurement policy which have been uploaded on its website: [www.nra.co.za](http://www.nra.co.za). Integrity and fairness, transparency, competitiveness and full accountability will also be paramount.



### 3. Concession Period

The concession contract will be for a Nine (9) year period with an option to extend for another Nine (9) years, on new terms and conditions, and based on performance targets, measured in terms of revenue, service, response times, and audit outcomes, as contained herein.

### 4. Concession Fee

The concession fee will be the (a) **Bidders proposed fixed lease/rental charge based on Annual Average Daily Traffic (AADT) (veh/day)** and (b) **percentage of revenue sharing basis (minimum 25/75 percentage split – SANRAL/Concessionaire)**; and shall constitute the price component of the evaluation criteria.

**NB:** Concessionaire will finance and develop the outdoor billboards as required, pays SANRAL the agreed rental/lease charge, and share with SANRAL the gross revenue generated. The **expected rate of return** calculations over Nine (9) years to be included, and assumptions made must be clearly defined.

The payments to SANRAL will be monthly in arrears. **No payment** will be made to SANRAL during the agreed Beneficial Occupation of the first month from the effective date of the agreement.

Annual escalations only on the agreed fixed lease/rental charge to be included in the pricing Model, and indicated for transparency purposes. This annual escalation will **CPI plus 2%** as the minimum, and to be effective at the end of the anniversary month, and ongoing for the duration of the agreement.

The concessionaire shall **keep records and comply with all the necessary accounting provisions**. This will include, amongst others, keeping and retaining at its registered office comprehensive accounting records materially complying with generally accepted accounting principles in use in the Republic of South Africa together with all books of original entry and source documents relating to all billings achieved by the Concessionaire from each Site. Moreover, on an annual basis, submit to SANRAL Audited Financial Statements (AFS) in respect of turnover for the collective Sites within 3 (three) months after each anniversary of the Commencement Date, and

shall be on the letterhead of the Auditor, addressed to SANRAL, failing which, SANRAL shall have the right to appoint its own auditor, at the cost of the concessionaire, to produce the required Audited Financial Statements.

SANRAL and the Auditor shall, at all times and on reasonable notice to the Concessionaire, be granted full and unfettered access to the Concessionaire's accounting records, books and source documents and shall be able to inspect them, take extracts from them and/or make copies of them for the purposes of establishing due compliance by the Concessionaire with its obligations.

## **5. Site preparation and Capex**

Full responsibility of the bidder.

## **6. Guarantees/Security Deposits**

The concessionaire shall, **within 21 (twenty-one) days** from the tender award, deliver to SANRAL security deposit that would be acceptable to SANRAL, in its reasonable discretion.

Such security deposit is an estimated amount of not less than the equivalent of 3 (three) months gross revenue during the first 3 (three) months of the period during which the Concession Right in respect of such Site subsists.

The security deposit shall, at SANRAL's election (which shall be communicated in writing to the concessionaire), take the form of:

6.1 a cash deposit; or

6.2 an irrevocable payment guarantee issued by a reputable South African financial institution acceptable to SANRAL.

## **7. Scope of Work/Services**

SANRAL wishes to enhance its own revenue generating capacity in line with the Horizon 2030 Strategy. To further this pursuit, SANRAL seeks to use its authorized assets and facilities (in this instance SANRAL toll plazas, and other infrastructure assets) to establish an outdoor advertising programme, as part of its out of home (OOH) advertising. In this regard, SANRAL will appoint **concessionaires to**

**coordinate, promote and solicit advertising for display at the identified toll plazas, and infrastructure assets.**

Scope of services includes the following:

- (a) Overall Management Plan for services to be provided;
- (b) Marketing Plan to promote and solicit advertising for billboards in all selected location sites, as well as managing bookings, media planning, and timeous implementation of media schedules; and
- (c) Percentage of Gross Revenue sharing model.

A **compulsory clarification meeting** will be arranged.

A **non-compulsory site-visit** will be arranged to view the targeted toll plazas, own buildings, and gantries on the targeted national road network. This will enable the bidders to familiarise themselves with the targeted site locations and overall lay of the land for creative development and best model to maximise revenue.

Bidders are required to proposed On/Off Ramps (in line with packages 1-5), as a result, there will be no site visit to these ramps.

SANRAL reserves the rights to negotiate with a successful bidder before the roll-out of the project to confirm specifications, revenue model, and related matters, as required.

#### **7.1 The concessionaire's duties will include:**

- (a) Furnishing, installing, maintaining and replacing the advertising space or media on the authorized assets and facilities of SANRAL.
- (b) Promoting and negotiating the leasing of advertising space or media on the authorized assets and facilities of SANRAL.
- (c) Generating revenue through advertisements from the authorised assets and facilities of SANRAL and providing a detailed Revenue Management Framework and System.
- (d) Determining advertising rates.
- (e) Conducting market analysis and marketing.
- (f) Preparing and submitting monthly reports.
- (g) All costs associated with installing, modifying, and maintaining any modified and/or installed signs at the toll plazas, buildings, gantries, and on/off ramps will

be the sole responsibility of the concessionaire. Therefore, the signage will be “under the care, custody and control of the concessionaire” and the concessionaire bears the risks associated with the signage. To the extent that Concessionaire is the owner of the Billboard Site during the period of the concession, to adequately insure such Site and keep it insured against usual third-party risks, and to keep SANRAL indemnified against all liabilities, claims, costs and expenses of whatsoever nature in respect of the Sites or any Advertisements displayed thereon.

- (h) All signs must always comply with applicable National Roads Guidelines, and all applicable SANRAL rules, regulations, and laws in effect at the present and in the future. The Concessionaire bears the risk that any and all applicable guidelines, rules and regulations may change and shall bear the cost of bringing any Roadside Signage, permitted under this Request for Proposals, into compliance with such guidelines, rules, and regulations. The Concessionaire shall further remain liable for all payments and expenses and shall be liable in respect of any penalties which may be levied by any Court of Law or Public Authority.
- (i) All signage and equipment installed under the terms of this RFP shall become SANRAL property at the end of the contract. Moreover, the ownership of any drawings, data, books, reports, documents, software, and any other information owned by the Concessionaire or any of the subcontractors for the purpose of this project is required to be transferred to SANRAL at the end of the concession period.
- (j) Necessary replacement of any destroyed or defaced sign must occur within seven (7) business days of notification thereof by the SANRAL. A Concessionaire's failure to comply with such replacement requirement shall allow SANRAL to assess reasonable penalties, cost, fees and damages against the Concessionaire. Egregious and/or repeated failures to comply with this requirement may be grounds for suspension or termination of the concession agreement.
- (k) In each and every instance when signs are to be placed, repaired, maintained or removed at the toll plazas, buildings, gantries, and on/off ramps, permission to do so must be requested by the Concessionaire from the SANRAL Regional or Provincial office responsible for that section of the road.
- (l) The Concessionaire may group multiple signs in a single permission request, within the jurisdiction of a single SANRAL Regional or Provincial office, for its convenience, if the circumstances and type of sign/work are essentially the same

and logistically it makes sense to do so. SANRAL Regional Manager in the Province will assume responsibility for approvals/permissions.

- (m) SANRAL reserves the right to approve or disapprove the design and content of advertisements and may require in certain circumstances for such to be removed at the Concessionaire's expense.
- (n) SANRAL may, at its own sole discretion and where feasible, allow static or non-digital advertising at the same toll plazas where digital advertising is allowed.
- (o) The Concessionaire shall timeously submit to SANRAL full details of the design and specifications of the structures to be erected or constructed at the toll plazas, buildings, gantries, and on/off ramps the design and specifications to have been approved and signed by a suitably qualified engineer or an architect and reflecting details of the design, shape, size, material to be used and method of erection or affixing to the toll plaza, buildings, gantries, and on/off ramps. Therefore, detailed engineering, construction, and safety specifications will be required.
- (p) The Concessionaire will not commence with the erection, construction or installation at a toll plaza, buildings, gantries, and on/off ramps until SANRAL's written approval has been obtained.
- (q) The Concessionaire shall within 30 (thirty) days from Signature Date obtain, at its own cost, any approvals or licences required by law to enable it to fully perform its obligations and exercise its concession rights.
- (r) The Concessionaire shall furnish a Lease/Rental Charge and Revenue Sharing calculations in a form acceptable to SANRAL and pay the monthly guaranteed Lease/Rental Charge and Revenue Sharing amount to SANRAL, seven (7) days after the end of that month.
- (s) The Concessionaire shall enable SANRAL to audit the operational, management, maintenance, and revenue management processes.
- (t) All the above must be linked to or contained in a **Proposed Master Plan** on how the outdoor advertising project will be implemented, monitored and reported including governance.

## 8. Management Systems

The tendering organization must have effective management systems and methods appropriate to the successful management of the outdoor advertising project and can be audited by SANRAL.

Although this is not a mandatory requirement, it would be advantageous for the tendering organisation to clearly indicate if the operating and revenue management systems for outdoor advertising are (a) ISO certified (provide a certification).

The tenderer must as a requirement, in its submission, address the following:

- (a) Overall quality of its system;
- (b) Project management tools;
- (c) Programme software;
- (d) Environmental management system; and
- (e) OHS management system.

### **8.1 Methodology**

The tenderer must indicate what procedures or innovative methods it proposes to use to achieve the specified objectives and outcomes of the outdoor advertising project.

The tenderer should be able to demonstrate its capability to bring the contract to a satisfactory conclusion by describing **the methodology of approach** to accomplish the project's required outcomes.

The minimum information required should include the following:

- (a) Programme of works;
- (b) Key performance indicators;
- (c) Division of works into sub-contracts;
- (d) Innovative procedures to be used;
- (e) Auditing of works, operating system, and revenue management system; and
- (f) Reporting and recording systems.

### **8.2 Energy Efficiency**

The tenderer must indicate how illumination on the screens will be used and how energy efficiency will be incorporated in the usage of the digital screens. The submission must include the following:

- (a) Indicate how illumination will be used to mitigate driver or road user distraction.
- (b) Indicate how illumination will be used to ensure energy efficiency.

- (c) Indicate any requirements or safety standards applicable as a result of the proposed outdoor advertising programme.
- (d) Indicate how the use of renewable energy and other off-grid energy solutions to minimize the impact of loadshedding will be incorporated.

#### 4.1 STEP ONE: Test for Responsiveness

Administrative responsiveness check	
Bid received before closing date and Time	
Bidder has completed SECTION 1: SBD1 Form	
Bidder has submitted a Priced Offer	
Bidder has attended Compulsory Briefing session	
<ul style="list-style-type: none"> <li> <b>Mandatory Technical Requirement</b>  Only those tenderers who satisfy the following criteria are eligible to submit tenders: <ul style="list-style-type: none"> <li>a) Registered on National Treasury Central Supplier Database at the closing of tender.</li> <li>b) Audited Annual Financial Statements for at least a minimum period of two (2) years.</li> <li>c) At least three (3) client reference letters for outdoor digital advertising projects successfully delivered.</li> <li>d) Detailed Annualised Commercial Offer on Gross Revenue to SANRAL for Nine (9) years based on the Investment and Rate of Return. The Tenderer must also factor the percentage split (25/75 – SANRAL/Tenderer)</li> </ul> </li> </ul> <p><b>Failure to satisfy the eligibility criteria will result in a non-responsive tender.</b></p>	

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4.2 STEP TWO: Minimum Threshold 75 points for Technical Criteria

The test for the Technical and Functional threshold will include the following:

<p><b>Phase 1: Scoring quality</b></p> <p>The quality evaluation criteria and maximum score in respect of each of the criteria are as follows:</p> <p><b>Phase 1: Quality Evaluation Criteria</b></p>	
Evaluation Criteria	Maximum points
<p><b>1. Tenderer’s Key Personnel</b> of the bidder’s leadership, management and operational team <b>(FORM B2.1-B2.6)</b>:</p> <p>Bidders must submit an organizational structure demonstrating the allocation of resources.</p> <p>Moreover, this must also clearly indicate the experience in the delivery of similar digital outdoor advertising projects.</p> <p>Qualifications or equivalent with at least NQF level 7 or higher and project management experience must be demonstrated</p> <ul style="list-style-type: none"><li>• <b>Project Leader/ Manager and Personnel of the bidder’s</b> entity should have at least ten (10) years’ experience in digital outdoor advertising.</li><li>• 0-5 years’ experience = <b>[0] points</b></li><li>• 6-7 years and more experience = <b>[5] points</b></li><li>• 8-9 years’ experience = <b>[10] points</b></li><li>• 10 years’ experience = <b>[15] points.</b></li></ul> <p><b>NB: Information and /or format required: Organogram, Qualifications &amp; CVs, and detailed business profile in relation to outdoor advertising</b></p>	<p><b>15</b></p>

<p><b>2. Methodology and Approach: Describe how the Master Plan will enhance and optimise SANRAL's offering focussing on the following:</b></p> <ul style="list-style-type: none"> <li>▪ Enhancing consistent look and feel across all advertising sites targeted to maximise revenue potential for digital platforms <b>(11 points)</b></li> <li>▪ Optimising of advertising sites to maximise revenue potential <b>= 4 points</b></li> <li>▪ Creative enhancement demonstrated <b>= 3 points</b></li> <li>▪ Consistency demonstrated <b>= 2 point</b></li> </ul> <p><b>Information format required: Narrative, diagrams and mock-ups.</b></p>	<b>20</b>
<p><b>3. Describe the robust advertising solutions to increase value to advertisers and National Roads users:</b></p> <p><b>3.1 Provide details on how the toll plazas, buildings, gantries and on/off ramps look and feel will be incorporated into the Master Plan design:</b></p> <ul style="list-style-type: none"> <li>• Incorporating the look and feel design elements into all proposed structures <b>= [5] points</b></li> <li>• Degree to which the toll plaza look and feel is successfully conveyed <b>= [5] points</b></li> </ul> <p><b>Information and / or format required: Narrative supported by visual aids</b></p> <p><b>3.2 Indicate a design / layout that serves the Master Plan as described above:</b></p> <ul style="list-style-type: none"> <li>• Convey consideration and consolidation of the following key elements: <b>= [5] points</b> <ul style="list-style-type: none"> <li>– Appreciation for traffic flows</li> <li>– De-cluttering proposal (optimisation of sites in order to make them more pleasant and clean)</li> <li>– Enhanced and consistent look and feel achieved through various media formats</li> </ul> </li> </ul> <p><b>Information and / or format required: Design layout (Map)</b></p>	<b>15</b>

**4. Funding and Financial Plan**

The detailed financial plan indicates the ability of the company to resource and sustain the project.

- Proof of **Available Capex** for the build program = **[3] Points**
  - Proof of **Available Opex** for maintenance of advertising structures or mediums = **[3] Points**
  - Proof of Available Funding for municipal rights applications = **[2] Points**
  - Profitability and Net Asset Value of the Company Included = **[2] Points**
- Use the following ranges for Profitability and Net Asset Values:
- R0 to ≤ R5 million
  - R5 million to ≤ R15 million
  - R15 million to ≤ R30 million
  - R30 million to ≤ R60 million
  - ≥R60 million

**4.1 The Bidder must indicate how the proposed bid application is unlikely to be dishonoured.**

- This is to be demonstrated through submission of an *investment plan* and *financial letter of support* indicating that the bidder has sufficient facility in place to cover the value of the bid over its lifespan of nine years = **5 points**
- Letter of Intent from bank / financial institution or investor providing financial facilities to fund the investment opportunity with the requisite conditions required for the funding to be made available in writing = **5 points**
- The letter of Intent must be a commitment from the funder, and the conditions to be met for the funding must be articulated and be achievable to give comfort that in the event that the Bidder is successful, he/she will be able to satisfy funding requirements = **5 points**

**Information and /or format required: Bank/Investor letter of intention or commitment.**

**Sales and Sales Growth Strategy**

- Provide calculations on how Sales will be derived together with impact of marketing and future growth indicators, which assumptions are prudent, reasonable and stress-tested over the life span of the award (9 years), taking into account seasonal changes of the National Road users, annual average daily traffic, and Media industry = **5 points**

**Information and/or format required:** Spreadsheet calculating sales forecast, and Narrative

<p><b>5. Marketing, Sales &amp; Operational Plan (FORM B3)</b></p> <p>5.1. Provide marketing, sales and operations plan for the outdoor advertising opportunity at selected toll plazas, buildings, Gauteng Freeway gantries, on/off ramps:</p> <ul style="list-style-type: none"> <li>Marketing plan shows an appreciation for the uniqueness of the advertising opportunity. It should include, amongst others, details on how SANRAL's advertising will be sold. Marketing plan must also demonstrate how road traffic audience opportunities will be exploited and monetised. Marketing plan must also detail platforms to be utilised in the marketing of the advertising opportunity with projected sales figures = <b>5 points</b></li> <li>Marketing plan includes intelligence around opportunities identified in current advertising / media market and how these will be exploited. This must include a list of key customer segments where the bidder has key account relationships. List min of 2 contactable references = <b>5 points</b></li> <li>Quality and applicability of acquisition and retention strategies within the Marketing Plan = <b>5 points</b></li> <li>Detailed Operational Plan with organogram and indicate how the bidder intends to respond to and manage operational requirements across the identified sites or assets in relation to the advertising opportunity = <b>5 points</b></li> </ul> <p><b>Information and/or format required:</b> As per points listed</p>	<p style="text-align: center;"><b>20</b></p>
<p><b>Total</b></p>	<p style="text-align: center;"><b>100</b></p>

***The minimum threshold for technical/functionality [Step TWO] must be met or exceeded for a Respondent's Proposal to progress to Step THREE for final evaluation***

4.3 STEP THREE: Evaluation and Final Weighted Scoring

a) Price and Specific Goal

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

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

Where:

*Ps* = Score for the Bid under consideration

*Pt* = Price of Bid under consideration

*Pmin* = Price of lowest acceptable Bid

Specific goals	Criteria	10 points		20 points	
		Point allocation	Maximum points	Point allocation	Maximum points
B-BBEE Level	Level 1	10.00	10.00	20.00	20.00
	Level 2	9.00		18.00	
	Level 3	6.00		14.00	
	Level 4	5.00		12.00	
	Level 5	4.00		8.00	
	Level 6	3.00		6.00	
	Level 7	2.00		4.00	
	Level 8	1.00		2.00	
	Non-compliant contributor	0.00		0.00	

b) Specific Goals [Weighted score 20 point]

- 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 the specific goals Claim Form.

4.4 STEP FOUR: Post Tender Negotiations (if applicable)

- Respondents are to note that Sanral may not award a contract if the commercial offer / price offered is not market-related. In this regard, Sanral 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.:
  - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,

- 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 Commercial Offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should Sanral conduct post tender negotiations, Respondents will be requested to provide their best and final commercial offers to Sanral based on such negotiations. Where a market related commercial offer / price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).

#### **4.5 STEP FIVE: Award of business and conclusion of contract**

- Immediately after approval to award the contract has been received, the successful or preferred bidder(s) will be informed of the acceptance of his/their Quotation by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent(s).
- Otherwise, a final contract will be concluded and entered into with the successful Bidder at the acceptance of a letter of award by the Respondent.

Respondents are to note that, on award of business, Sanral is required to publish the tendered commercial offers / prices of the successful and unsuccessful Respondents *inter alia* on the National Treasury e-Tender Publication Portal, ([www.etenders.gov.za](http://www.etenders.gov.za)), as required per National Treasury Instruction Note 01 of 2015/2016. **[This is not applicable if RFP was not advertised on National Treasury e-Tender Publication Portal]**

Respondents declaring a commercial relationship with a DPIP or FPPO are to note that Sanral is required to annually publish on its website a list of all business contracts entered into with DPIP or FPPO. This list will include successful Respondents, if applicable.

## **SECTION 4**

### **3. TENDER FORM / COMMERCIAL OFFER - PRICING SCHEDULE**

**Note to tenderer:**

- **Provide Detailed Commercial Offer / Pricing Schedule to be completed**
- **The Commercial Offer must be annualised and over the term of the concession (9 years).**
- **Show Gross Revenue and percentage split of 25/75 (SANRAL/BIDDER)**
- **Also include total rental/lease charge proposed by Bidder.**
- **You can use Rate of Return TABLE (Concession Years)**

## **COMMERCIAL OFFER/ PRICING SCHEDULE**

All commercial offers / prices should include any other related costs, including costs for travel to attending meetings at SANRAL offices. It is also expected that bidders should also in their offers / pricing make allowance for the potential increase that may arise considering annual inflation. The commercial offers / prices should be firm for the duration of the concession, as no commercial offers / price adjustments may be allowed.

**NOTE: Bidders must ensure that the total tendered commercial offer amounts for the NINE years in line with this RFP. That, failure to provide a full tendered commercial offer/ amount for the NINE years will result in the Bidders submission being declared non-responsive. It is important for SANRAL to understand gross revenue and percentage split offer per annum for a period of NINE years.**



**SECTION 5****RETURNABLE DOCUMENTS****List of Returnable Documents**

The tenderer must complete the following returnable documents:

<b>The tenderer must complete the following returnable documents:</b>	<b><u>Completed</u> <u>(tick)</u></b>
Form A1: SBD 1	
Form A2: SBD 4: Declaration of Interest	
Form A3: SBD 6.1: Tenderer's BBBEE Verification certificate (Incorporated in SBD 6.1)	
Form A4: <b>DECLARATION OF TENDERER'S PAST SUPPLY CHAIN MANAGEMENT PRACTICES</b>	
Form A5: <b>PROTECTION OF PERSONAL INFORMATION (POPIA)</b>	
Form A6: <b>CERTIFICATE OF ACQUAINTANCE WITH RFT DOCUMENTS</b>	
Form A7: Certificate of Authority for Signatory	
Form A8: Certificate of Authority for Joint Ventures (where applicable)	
Form A9: Declaration of Tenderer's current status of any debt outstanding with SANRAL	
Form A10: Domestic Prominent Influential Persons (DPIP) OR Foreign Prominent Public Officials (FPPO)	
Form A11: Certificate of Fronting practices	
Form A12: <b>PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022 (SBD 6.1)</b>	
<b>FORM A13: REGISTRATION ON NATIONAL TREASURY CENTRAL SUPPLIER DATABASE</b>	
<b>FORM A14: DECLARATION OF TENDERER'S LITIGATION HISTORY</b>	
<b>FORM A15: CERTIFICATES OF TAX COMPLIANCE</b>	
<b>FORM A16: SCHEDULE OF DEVIATIONS OR QUALIFICATIONS BY TENDERER</b>	
Form B1: Tenderer's Experience	
Form B1.1: Tenderer's Experience	
Form B2.1: Key Resource's Experience	
Form B2.2: Key Resource's Experience	
Form B2.3: Key Resource's Experience	
Form B2.4: Key Resource's Experience	
Form B2.5: Key Resource's Experience	
Form B2.6: Key Resource's Experience	
Form B3: Experience in Developing Marketing, Sales & Operational Plans for Outdoor Advertising	
Form B4: Experience in Developing Outdoor Advertising Solutions (Digital and Static)	
Form B5: Experience in Developing Outdoor Advertising Methodology (Digital and Static)	

The tenderer must complete the following returnable documents:	Completed (tick)
Form B6: Experience of Developing Master Plan for Outdoor Advertising Services	
Form B7: Outdoor Digital Advertising Technical Experience and Knowledge	

CONTINUED VALIDITY OF RETURNABLE DOCUMENTS

The successful Respondent will be required to ensure the validity of all returnable documents, including but not limited to its valid proof of B-BBEE status, for the duration of any contract emanating from this RFP. Should the Respondent be awarded the contract [the Agreement] and fail to present SANRAL with such renewals as and when they become due, SANRAL shall be entitled, in addition to any other rights and remedies that it may have in terms of the eventual Agreement, to terminate such Agreement immediately without any liability and without prejudice to any claims which SANRAL may have for damages against the Respondent.

Signed:.....Date:.....  
.....  
Name:.....Position.....  
.....  
Tenderer:.....  
.....

FORM A2: BIDDER’S DISCLOSURE SBD4

Notes to tenderer:

- i.Definitions:
  - a. “State” means:
    - o any National or Provincial Department, National or Provincial Public Entity or Constitutional Institution within the meaning of the Public Finance Management Act, 1999 (Act No 1 of 1999);
    - o any Municipality of Municipal Entity;
    - o Provincial Legislature;
    - o National Assembly or the National Council of Provinces; or
    - o Parliament.
  - b. “Shareholder” means a person who owns shares in the company and is actively involved in the management of the enterprise or business and exercises control over the enterprise.
- ii.In the case of a joint venture (JV), a separate declaration form is to be completed and submitted by each JV member.
- iii.If the Form is omitted or blank; or if the tenderer found to have failed to declare conflict or declare false information, The tender will be declared non-responsive and should it be discovered after the award of a contract, contract maybe terminated, and tenderer will be ultimately restricted from doing business with the State.

1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. Bidder’s declaration

- 2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest<sup>1</sup> in the enterprise, employed by the state?

YES/NO

- 2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

- 2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?.....YES/NO
- 2.2.1 If so, furnish particulars:  
.....  
.....

- 2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?.....YES/NO
1. If so, furnish particulars:  
.....  
.....

3. DECLARATION

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

- 3.1 I have read and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.4 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.5 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.

6. I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.  
I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....  
.....

**FORM A3: TENDERER'S B-BBEE VERIFICATION CERTIFICATE (INCORPORATING SBD 6.1)****Notes to Tenderer:**

1. A tenderers' scorecard shall be a B-BBEE Verification Certificate issued in accordance with:
  - The Amended Generic Codes of Good Practice issued in terms of government gazette No. 42496, issued on 31 May 2019.
  - i) The scorecard shall be submitted as a certificate attached to Returnable Schedule Form A14; and
  - ii) The certificate shall:
    - Be valid at the closing date;
    - Have been issued by a verification agency accredited by the South African National Accreditation System (SANAS);
    - Be in the form of a sworn affidavit (accompanied by an audited financial statement or Management Account on the latest financial year) or a certificate issued by the Companies and Intellectual Property Commission in the case of an Exempted Micro Enterprise (EME); and
    - Have a date of issue less than 12 (twelve) months prior to the tender closing date (see Tender Data 4.15); and
  - iii) A valid BBBEE Certificates shall contain:
    - Name of enterprise as per enterprise registration documents issued by CIPC, and enterprise business address.
    - Value-Added Tax number, where applicable.
    - The B-BBEE Scorecard against which the certificate is issued, indicating all elements and scores achieved for each element. The actual score achieved must be linked to the total points as per the relevant Codes.
    - B-BBEE status with corresponding procurement recognition level.
    - The relevant Codes used to issue the B-BBEE verification certificate.
    - Have a date of issue and expiry (e.g. 9 June 2018 to 8 June 2019). Where a measured entity was subjected to a re-verification process, due to material change, the B-BBEE Verification Certificate must reflect the initial date of issue, date of re-issue and the initial date of expiry. Re-verification does not extend the lifespan of the B-BBEE Verification Certificate.
    - Financial period which was used to issue the B-BBEE Verification Certificate
  - iv) A valid Sworn Affidavit must contain the following:
    - Name/s of deponent as they appear in the identity document and the identity number.
    - Designation of the deponent as either the director, owner or member must be indicated in order to know that person is duly authorised to depose of an affidavit.
    - Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
    - Percentage black ownership, black female ownership and whether they fall within a designated group.
    - Indicate total revenue for the year under review and whether it is based on audited financial statements or management accounts.
    - Financial year-end (must be in the format dd/mm/yyyy) as per the enterprise's registration documents, which was used to determine the total revenue.
    - B-BBEE status level. An enterprise can only have one status level.
    - Date deponent signed and date of Commissioner of Oath must be the same.
    - 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.
  - v) In an event of an un-incorporated Joint Venture (JV), a valid project specific (must contain SANRAL project name and number) consolidated B-BBEE Verification Certificate in the name of the JV shall be submitted.

A notated affidavit is given below. this indicates critical information that is required., as well as formats and conventions that must be adhered to.

Please use appropriate affidavit linked to your Sector code; where applicable.

## FORM A4: DECLARATION OF TENDERER'S PAST SUPPLY CHAIN MANAGEMENT PRACTICES

### Notes to tenderer:

1. **This declaration:**
  - a. **must form part of all tenders submitted.**
  - b. **in the case of a joint venture (JV), must be completed and submitted by each member of the JV**
2. **This form serves as a declaration to be used by institutions in ensuring that when goods and services are being procured, all reasonable steps are taken to combat the abuse and/or misused the State's procurement of the supply chain management system.**
3. **The tender of any tenderer may be disregarded if that tenderer or any of its directors have –**
  - a. **abused and/or misused the State's procurement and/or supply chain management system;**
  - b. **committed fraud, corruption, or any other improper conduct in relation to such State system; and/or**
  - c. **has been charged with fraud, corruption or any other improper conduct whether of a criminal or civil nature during the course and scope of rendering services to the state or any other party and/or entity; or**
  - d. **failed to perform on any previous contract [with the State].**
4. **In order to give effect to the above, the following questionnaire must be completed and submitted with this tender.**

4.1	Is the tenderer or any of its directors listed on the National Treasury's Database of Restricted Suppliers as companies or persons prohibited from doing business with the public sector?  <b>Companies or persons who are listed on this Database were informed in writing of this restriction by the Accounting Officer/ Authority of the institution that imposed the restriction after the <i>audi alteram partem</i> rule was applied.</b> The Database of Restricted Suppliers now resides on the National Treasury website ( <a href="http://www.treasury.gov.za">www.treasury.gov.za</a> ) and can be accessed by clicking on its link at the bottom of the home page.	Yes ♦	No ♦
4.1.1	If Yes, furnish particulars:		
4.2	Is the tenderer or any of its directors listed on the Register for Tender Defaulters in terms of Section 29 of the Prevention and Combatting of Corrupt Activities Act (No. 12 of 2004)? <b>The Register for Tender Defaulters can be accessed on the National Treasury website ((<a href="http://www.treasury.gov.za">www.treasury.gov.za</a>) by clicking on its link at the bottom of the home page.</b>	Yes ♦	No ♦
4.2.1	If Yes, furnish particulars:		
4.3	Was the tenderer or any of its directors convicted by a court of law (including a court outside the Republic of South Africa) for fraud or corruption during the past five years?	Yes ♦	No ♦
4.3.1	If Yes, furnish particulars:		
4.4	Was any contract between the tenderer and any organ of State terminated during the past five years on account of failure to perform on or comply with the contract?	Yes ♦	No ♦
4.4.1	If Yes, furnish particulars:		

**CERTIFICATION**

I, the undersigned, .....  
certify that the information furnished on this declaration form is true and correct.

I accept that, in addition to cancellation of a contract, action may be taken against me should this  
declaration prove to be false.

Signature: .....

Name: .....

Position: .....

Date: .....

Name of tenderer: .....



FORM A5: PROTECTION OF PERSONAL INFORMATION

1. The following terms shall bear the same meaning as contemplated in Section 1 of the Protection of Person information act, No.4 of 2013.(“POPIA”):  
consent; data subject; electronic communication; information officer; operator; person; personal information; processing; record; Regulator; responsible party; special information; as well as any terms derived from these terms.
2. SANRAL will process all information by the Respondent in terms of the requirements contemplated in Section 4(1) of the POPIA:  
Accountability; Processing limitation; Purpose specification; Further processing limitation; Information quality; Openness; Security safeguards and Data subject participation.
3. The Parties acknowledge and agree that, in relation to personal information that will be processed pursuant to this RFT, the Responsible party is “SANRAL” and the Data subject is the “Respondent”. SANRAL will process personal information only with the knowledge and authorisation of the Respondent and will treat personal information which comes to its knowledge as confidential and will not disclose it, unless so required by law or subject to the exceptions contained in the POPIA.
4. SANRAL reserves all the rights afforded to it by the POPIA in the processing of any of its information as contained in this RFT and the Respondent is required to comply with all prescripts as detailed in the POPIA relating to all information concerning SANRAL.
5. In responding to this bid, SANRAL acknowledges that it will obtain and have access to personal information of the Respondent. SANRAL agrees that it shall only process the information disclosed by Respondent in their response to this bid for the purpose of evaluating and subsequent award of business and in accordance with any applicable law.
6. SANRAL further agrees that in submitting any information or documentation requested in this RFT, the Respondent is consenting to the further processing of their personal information for the purpose of, but not limited to, risk assessment, assurances, contract award, contract management, auditing, legal opinions/litigations, investigations (if applicable), document storage for the legislatively required period, destruction, de-identification and publishing of personal information by SANRAL and/or its authorised appointed third parties.
7. Furthermore, SANRAL will not otherwise modify, amend or alter any personal data submitted by the Respondent or disclose or permit the disclosure of any personal data to any third party without the prior written consent from the Respondent. Similarly, SANRAL requires the Respondent to process any personal information disclosed by SANRAL in the bidding process in the same manner.
8. SANRAL shall, at all times, ensure compliance with any applicable laws put in place and maintain sufficient measures, policies and systems to manage and secure against all forms of risks to any information that may be shared or accessed pursuant to this RFT (physically, through a computer or any other form of electronic communication).
9. SANRAL shall notify the Respondent in writing of any unauthorised access to information, cybercrimes or suspected cybercrimes, in its knowledge and report such crimes or suspected crimes to the relevant authorities in accordance with applicable laws, after becoming aware of such crimes or suspected crime. The Respondent must take all necessary remedial steps to mitigate the extent of the loss or compromise of personal information and to restore the integrity of the affected personal information as quickly as is possible.
10. The Respondent may, in writing, request SANRAL to confirm and/or make available any personal information in its possession in relation to the Respondent and if such personal information has been accessed by third parties and the identity thereof in terms of the POPIA. The Respondent may further request that SANRAL correct (excluding critical/mandatory or evaluation information), delete, destroy, withdraw consent or object to the processing of any personal information relating to the Respondent in SANRAL’s possession in terms of the provision of the POPIA and utilizing Form 2 of the POPIA Regulations.
11. In submitting any information or documentation requested in this RFT, the Respondent is hereby consenting to the processing of their personal information for the purpose of this RFT and further confirming that they are aware of their rights in terms of Section 5 of POPIA

Respondents are required to provide consent below:

YES		NO	
-----	--	----	--

- 12. Further, the Respondent declares that they have obtained all consents pertaining to other data subject's personal information included in its submission and thereby indemnifying SANRAL against any civil or criminal action, administrative fines or other penalty or loss that may arise as a result of the processing of any personal information that the Respondent submitted.
- 13. The Respondent declares that the personal information submitted for the purpose of this RFT is complete, accurate, not misleading, is up to date and may be updated where applicable.

Signature of Respondent's authorised representative: \_\_\_\_\_

Should a Respondent have any complaints or objections to processing of its personal information, by SANRAL, the Respondent can submit a complaint to the Information Regulator on <https://www.justice.gov.za/infoereg/>, click on contact us, click on [complaints.IR@justice.gov.za](mailto:complaints.IR@justice.gov.za)

Signed:.....Date:.....  
.....  
Name:.....Position.....  
.....  
Tenderer:.....  
.....

**FORM A6: CERTIFICATE OF ACQUAINTANCE WITH RFP DOCUMENTS**

By signing this certificate, the Respondent is deemed to acknowledge that he/she has made himself/herself thoroughly familiar with and agrees with all the conditions governing this RFP. This includes those terms and conditions contained in any printed form stated to form part hereof, including but not limited to the documents stated below. As such, SANRAL will recognise no claim for relief based on an allegation that the Respondent overlooked any such term or condition or failed properly to take it into account in calculating tendered prices or any other purpose:

**Note:** Should a Respondent be successful and awarded the bid, they will be required to complete a Supplier registration as a vendor onto the SANRAL vendor master database.

Should the Bidder find any terms or conditions stipulated in any of the relevant documents quoted in the RFP unacceptable, it should indicate which conditions are unacceptable and offer alternatives by written submission on its company letterhead, attached to its submitted Bid. Any such submission shall be subject to review by SANRAL's Legal Department who shall determine whether the proposed alternative(s) are acceptable or otherwise, as the case may be. A material deviation from the Standard terms or conditions could result in disqualification.

Bidders accept that an obligation rests on them to clarify any uncertainties regarding any bid to which they intend to respond, before submitting the bid. The Bidder agrees that he/she will have no claim or cause of action based on an allegation that any aspect of this RFP was unclear but in respect of which he/she failed to obtain clarity.

The bidder understands that his/her Bid will be disqualified if this Certificate of Acquaintance with RFP documents included in the RFP as a returnable document, is found not to be true and/ or complete in every respect.

SIGNED at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_  
20\_\_\_\_

SIGNATURE                      OF                      RESPONDENT'S                      AUTHORISED                      REPRESENTATIVE:  
\_\_\_\_\_

NAME: \_\_\_\_\_

DESIGNATION: \_\_\_\_\_

FORM A7: CERTIFICATE OF AUTHORITY FOR SIGNATORY

Notes to tenderer:

- 1. The signatory for the tenderer shall confirm his/her authority thereto by attaching on the tendering company's letterhead a duly signed and dated copy of the relevant resolution of the board of directors/partners. Submit a copy of the resolution on printed and bound hard copy and flash drive.
- 2. In the event that the tenderer is a joint venture, a certificate is required from each member of the joint venture clearly setting out:
  - authority for signatory,
  - undertaking to formally enter into a joint venture contract should an award be made to the joint venture,
- 3. The resolution below is given as an example of an acceptable format for authorisation, but submission of this page with the example completed shall not be accepted as authorisation of the tenderer's signatory.
- 4. In the event that authorisation is for more than one project, then all projects shall be listed in the copy of the resolution of the Board of Directors/Partners.

By resolution of the board of directors/partners passed at a meeting held on

Mr/Ms.....whose signature appears below, has been duly authorised to sign all documents in connection with the tender for contract no. NRA 2024/1306

REQUEST FOR TENDER: APPOINTMENT OF A SERVICE PROVIDER FOR THE PROVISION OF CONTENT GENERATION, DESIGN, LAYOUT, PRINTING AND DISTRIBUTION SERVICES FOR A PERIOD OF FIVE (5) YEARS

and any contract which may arise therefrom on behalf of *(enter name of tenderer in block capitals)*

SIGNED ON BEHALF OF THE COMPANY:

IN HIS/HER CAPACITY AS:  
DATE:  
SIGNATURE OF SIGNATORY:

WITNESSES:.....

SIGNATURE

SIGNATURE

NAME (print)

NAME (print)

Signed:.....Date:.....

Name:.....Position:.....

Tenderer:.....

FORM A8: JOINT VENTURE AGREEMENT

Bidder Name	Contact Detail (Name, Cellphone, Email)	Share % in the JV
Total		100

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM A9: DECLARATION OF TENDERER’S CURRENT STATUS OF ANY DEBT OUTSTANDING TO SANRAL**

**Notes to tenderer:**

- 1. The signatory for the tenderer (as per Form A2.1) shall complete and sign this form declaring the current status of (any) debt outstanding to SANRAL.
- 2. In the event that the tenderer is a Joint Venture, a declaration is required from each member of the Joint Venture.

I, the undersigned, ..... declare that:

- (i) the tenderer or any of its Directors/Members do not have any debt outstanding to SANRAL, other than what is listed below:

.....  
.....  
.....  
.....

- (ii) the tenderer and/or any of its Directors/Members freely, voluntarily and without undue duress unconditionally authorises SANRAL to set off any debts agreed to which is due and payable by the tenderer or any of its Directors/Members in terms of this declaration against any moneys due to the tenderer or any of its Directors/Members.

- (iii) to the best of my knowledge the above information is true and accurate.

Signed and sworn before me at ..... on the ..... day of ..... 20.....

.....  
SIGNATURE

The deponent having:

- 1. Acknowledged that he/she knows and understands the contents hereof;
- 2. Confirmed that he/she has not objection to the taking of the prescribed oath;
- 3. That he/she considered the prescribed oath as binding upon his/her conscience; and
- 4. The Regulations contained in the Government Gazette Notice R1258 of July 1972 and R 1648 of August 1977 having been complied with.

.....  
COMMISSIONER OF OATHS

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

## **FORM A10: DOMESTIC PROMINENT INFLUENTIAL PERSONS (DPIP) OR FOREIGN PROMINENT PUBLIC OFFICIALS (FPPO)**

### **Notes to Tenderer:**

1. In line with a policy on the management of Prominent Influential Persons (PIP's), the purpose of this declaration form is to ensure maintenance and monitoring of the business relationships with prominent, influential stakeholders who have domestic and/or foreign influence as far as the procurement under the management of the Employer is concerned. This is done to mitigate the Employer's perceived association, reputational, operational or legal risk, as it strives to foster and maintain fair and transparent business relations. (This policy is available on the Employer's website: [www.nra.co.za](http://www.nra.co.za))
2. It is compulsory that all prospective and existing tenderers conducting business with the Employer, who potentially meet the definition of DPIP's, FPPO's or FIN's, complete this form by supplying credible information as required and submit together with their tender document.
3. Tenderers are required at the tender stage to declare any DPIP's, FPPO's or FIN's involved in their tenders, as part of their submission.
4. Further, that tenderers shall at the tender stage furnish the Employer of all information relating to namely, shareholders names, identity numbers and share certificates of the individual and/or transaction concerned using the form below, for verification purposes, including where applicable, confirmation as it relates to:
  - i. Knowledge of any offence within the meaning of Chapter 2, Section 12 and 13 of Prevention and Combating of Corrupt Practices Act No 4 of 2006; and/or
  - ii. Knowledge of any offence within the meaning of Chapter 3 of Prevention of Organised Crime Act No 121 of 1998 as it relates to any of the shareholders, directors, owners and/or individual link to the tenderer.
5. Tenderers undertake that should it be discovered that the information provided in the table below is fraudulently or negligently misrepresented, then Chapter 9, Section 214 and 216 of Companies Act No 17 of 2008 shall apply to shareholders, directors, owners and/or individual link to the tenderer.
6. Should the tenderer fail to declare or supply the Employer with credible information in the prescribed form, the tender may be rendered invalid.
7. Should the Employer, in the process of conducting verification and investigation of information supplied by the tenderer find out that the information poses a reputational risk, the tender shall be rendered invalid.
8. The following definitions shall apply:
  - i. "Board" means the Board of Directors or the Accounting Authority of the Employer.
  - ii. "Business relationship" means the connection formed between the Employer and external stakeholders for commercial purposes.
  - iii. "DD" means Due Diligence.
  - iv. "Domestic Prominent Influential Person" means an individual who holds an influential position, including in an acting position for a period exceeding 6 (six) months, or has held at any time in the preceding 12 (twelve) months, in the Republic, as defined in the Financial Intelligence Centre Amendment Act No 1 of 2017.
  - v. "DPIP" means a Domestic Prominent Influential Person.
  - vi. "Family members and known close associates" means immediate family members and known close associates of a person in a foreign or domestic prominent position, as the case may be, as defined in the Financial Intelligence Centre Amendment Act No 1 of 2017.
  - vii. "Foreign Influential National" means an individual who is not a South African citizen or does not have a permanent residence permit issued in terms of the Immigration Act No 13 of 2002, who possesses personal power that induces another person to give consideration or to act on any basis other than the merits of the matter.
  - viii. "Foreign Prominent Public Official" means (as defined in the Financial Intelligence Centre Amendment Act No 1 of 2017) an individual who holds or has held at any time in the preceding 12 (twelve) months, in any foreign country a prominent public function.
  - ix. "FPPO" means a Foreign Prominent Public Official.
  - x. "Improper influence" means personal power that induces another person to give consideration or to act on any basis other than the merits of the matter.

- xi. “The Employer” means the South African National Roads Agency SOC Limited (SANRAL) with registration number 1998/009584/30.
  - xii. “Senior Management” means the Executive Committee or its individual members.
9. A separate declaration is required from each DPIP, FPPO and FIN. In the event that the tenderer is a Joint Venture (JV), a separate declaration from each DPIP, FPPO and Fin from each of the Joint Venture (JV) members, is required.

Prominent Influential Persons (PIP’s) Reporting Form

IDENTIFICATION PARTICULARS				
Primary Particulars	First Name	Surname	Middle Name	ID/Passport Number
Country Details	Country of Origin		Citizenship	Current Country of Residence
CURRENT STATUS AND BACKGROUND				
Current Occupation	Occupational Title		Status	
			Active	Non-active
Is the potential/business partner (mark with an “X” whichever is applicable):				
a DPIP	a FPPO	a FIN	Family member or Close Associate of a DPIP/FPPO/FIN?	
KNOWN BUSINESS INTERESTS				
No	Name of Entity	Role in Entity	Status	
1			Active	Non-active
2				
3				
4				
5				



<b>MEDIA REPORTS / OTHER SOURCES OF INFORMATION</b>
(Please reference all known negative or damaging media reports associated with the DPIP/FPPO/FIN)

**Reporting Person/s:**

Full names:		
Designation:		
Department:		
Head of Department:		
Head of Department's signature:	Date:	
Reporting Person's signature:	Date:	

**DECLARATION / UNDERTAKING BY THE TENDERER**

I, the undersigned, .....  
declare that:

- i. the information furnished on this declaration form is true and correct.
- ii. I accept that, any action may be taken against me should this declaration prove to be false.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM A11: CERTIFICATE OF FRONTING PRACTICES

Fronting Practices

**Window-dressing:** This includes cases in which black people are appointed or introduced to an enterprise on the basis of tokenism and may be:

- Discouraged or inhibited from substantially participating in the core activities of an enterprise; and
- Discouraged or inhibited from substantially participating in the stated areas and/or levels of their participation;

**Benefit Diversion:** This includes initiatives implemented where the economic benefits received as a result of the B-BBEE Status of an enterprise do not flow to black people in the ratio as specified in the relevant legal documentation.

**Opportunistic Intermediaries:** This includes enterprises that have concluded agreements with other enterprises with a view to leveraging the opportunistic intermediary's favourable B-BBEE status in circumstances where the agreement involves:

- Significant limitations or restrictions upon the identity of the opportunistic intermediary's suppliers, Service Providers, clients or customers;
- The maintenance of their business operations in a context reasonably considered improbable having regard to resources; and
- Terms and conditions that are not negotiated at arms-length on a fair and reasonable basis.

Responsibility to Report Fronting

In order to effectively deal with the scourge of Fronting, verification agencies, and/or procurement officers and relevant decision makers are encouraged to obtain a signed declaration from the clients or entities that they verify or provide business opportunities to, which states that the client or entity understands and accepts that the verification agency, procurement officer or relevant decision maker may report Fronting practices to **the dtic**. Intentional misrepresentation by measured entities may constitute fraudulent practices, public officials and verification agencies are to report such cases to **the dtic**.

Fronting Indicators

• The black people identified by an enterprise as its shareholders, executives or management are unaware or uncertain of their role within an enterprise;
• The black people identified by an enterprise as its shareholders, executives or management have roles of responsibility that differ significantly from those of their non-black peers;
• The black people who serve in executive or management positions in an enterprise are paid significantly lower than the market norm, unless all executives or management of an enterprise are paid at a similar level;
• There is no significant indication of active participation by black people identified as top management at strategic decision making level;
• An enterprise only conducts peripheral functions and does not perform the core functions reasonably expected of other, similar, enterprises;
• An enterprise relies on a third-party to conduct most core functions normally conducted by enterprises similar to it;
• An enterprise cannot operate independently without a third-party, because of contractual obligations or the lack of technical or operational competence;

•	The enterprise displays evidence of circumvention or attempted circumvention;
•	An enterprise buys goods or services at a significantly different rate than the market from a related person or shareholder;
•	An enterprise obtains loans, not linked to the good faith share purchases or enterprise development initiatives, from a related person at an excessive rate; and
•	An enterprise shares all premises and infrastructure with a related person, or with a shareholder with no B-BBEE status or a third-party operating in the same industry where the cost of such premises and infrastructure is disproportionate to market-related costs.

DECLARATION

I, the undersigned, .....  
in submitting the accompanying tender on behalf of the tenderer do hereby make the following statements that I certify to be true and complete in every respect:

1. I have read and understand the contents of this certificate.
2. I accept that the Employer may report fronting practices to the Department of Trade, Industry and Competition and the B-BBEE Commissioner.
3. I accept that intentional misrepresentation by measured entities may constitute fraudulent practices that shall be reported to the Department of Trade and Industry and the B-BBEE Commissioner.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**ORM A12. PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022 (SBD 6.1)**

This preference form must form part of all tenders invited. It contains general information and serves as a claim form for preference points for specific goals.

**NB: BEFORE COMPLETING THIS FORM, TENDERERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022**

**1. GENERAL CONDITIONS**

The following preference point systems are applicable to invitations to tender: the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included); and

**2. To be completed by the organ of state**

- a. The applicable preference point system for this tender is the 90/10 preference point system.
- b. The 90/10 preference point system will be applicable in this tender. The lowest/ highest acceptable tender will be used to determine the accurate system once tenders are received.

3. Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:
- a. Price; and
  - b. Specific Goals.

**4. To be completed by the organ of state:**

The maximum points for this tender are allocated as follows:

	POINTS
PRICE (COMMERCIAL OFFER)	90
SPECIFIC GOALS	10
Total points for Price (Commercial Offer) and Specific Goals	100

5. Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim points for specific goals with the tender, will be interpreted to mean that preference points for specific goals are not claimed.
6. The organ of state reserves the right to require of a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the organ of state.

**2. DEFINITIONS**

- a. “tender” means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;
- b. “price” means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;
- c. “rand value” means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;
- d. “tender for income-generating contracts” means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ

of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and  
e. **“the Act”** means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

3. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

POINTS AWARDED FOR PRICE

3.1.1 THE 90/10 PREFERENCE POINT SYSTEMS

A maximum of 90 points is allocated for price on the following basis: 90/10

$$P_s = 90 \left( 1 - \frac{P_t - P_{min}}{P_{min}} \right)$$

Where

- Ps = Points scored for price of tender under consideration  
Pt = Price of tender under consideration  
Pmin = Price of lowest acceptable tender

4. POINTS AWARDED FOR SPECIFIC GOALS

1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:
2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—
- a) an invitation for tender for income-generating contracts, 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system; or
  - b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,
- then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system

Table 1: Specific goals for the tender and points claimed are indicated per the table below.

The specific goals allocated points in terms of this tender	Criteria	Number of points allocated (90/10 system)	Number of points claimed (80/20 system) (To be completed by the tenderer)
B-BBEE level scorecard of the tendering entity.	B-BBEE Level 1	10.00	
	B-BBEE Level 2	9.00	
	B-BBEE Level 3	6.00	
	B-BBEE Level 4	5.00	
	B-BBEE Level 5	4.00	
	B-BBEE Level 6	3.00	
	B-BBEE Level 7	2.00	
	B-BBEE Level 8	1.00	
	Non-compliant contributor	0.00	

**Note to tenderers: The tenderer must indicate how they claim points for each preference point system.**

**5. DECLARATION WITH REGARD TO COMPANY/FIRM**

- 1. Name of company/firm.....
  - 2. Company registration number: .....
  - 3. TYPE OF COMPANY/ FIRM
    - ☐ Partnership/Joint Venture / Consortium
    - ☐ One-person business/sole propriety
    - ☐ Close corporation
    - ☐ Public Company
    - ☐ Personal Liability Company
    - ☐ (Pty) Limited
    - ☐ Non-Profit Company
    - ☐ State Owned Company
- [TICK APPLICABLE BOX]

4. I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/ firm for the preference(s) shown and I acknowledge that:
- i. The information furnished is true and correct;
  - ii. The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
  - iii. In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;
  - iv. If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have –
    - c) disqualify the person from the tendering process;
    - d) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
    - e) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
    - f) recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the audi alteram partem (hear the other side) rule has been applied; and
    - g) forward the matter for criminal prosecution, if deemed necessary.

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**SIGNATURE(S) OF TENDERER(S)**

**SURNAME AND NAME:** .....

**DATE:** .....

**ADDRESS:** .....

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**FORM A13: REGISTRATION ON NATIONAL TREASURY CENTRAL SUPPLIER DATABASE**

The tenderer shall provide a copy supplier registration from the National Treasury Central Supplier Database ([www.treasury.gov.za](http://www.treasury.gov.za)). Tenderers who are not registered on the Central Supplier Database at tender closure will be declared non-responsive. In the case of a Joint Venture a printed copy supplier registration from must be provided for each member of the Joint Venture.

Name of Service Provider: .....

Central Supplier Database Supplier Number: .....

Supplier Commodity: .....

Delivery Location: .....

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM A14: DECLARATION OF TENDERER’S LITIGATION HISTORY

**Note to tenderer:**  
The tenderer shall list below details of any litigation with which the tenderer (including its directors, shareholders or other senior members in previous companies) has been involved with any organ of state or state department within the last ten years. The details must include the year, the litigating parties, the subject matter of the dispute, the value of any award or estimated award if the litigation is current and in whose favour the award, if any, was made.

CLIENT	OTHER LITIGATING PARTY	DISPUTE	AWARD VALUE	DATE RESOLVED

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....



**FORM A15: CERTIFICATES OF TAX COMPLIANCE**

The Tenderer shall complete the declaration below.

I, ..... (name)  
the undersigned in my capacity as ..... (position)  
on behalf of ..... (name of company)  
herewith grant consent that SARS may disclose to the South African National Roads Agency SOC  
Limited (SANRAL) our tax compliance status.

For this purpose our unique security personal identification number (PIN) is .....

In the event of a joint venture each member shall comply with the above requirements.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM A16: SCHEDULE OF DEVIATIONS OR QUALIFICATIONS BY TENDERER

PAGE	DESCRIPTION

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM B1: TENDERER’S PREVIOUS EXPERIENCE

Notes to Tenderer:

- A. Failure to submit a completed form B1 will result in 0 (zero) points for past performance on the project except in the case that it is an eligibility requirement then it will lead to disqualification.
- B. Tenderer must have years of experience in **outdoor advertising services, focusing on digital billboards, static billboards, and building wraps, with at least 10 years of combined experience. Three (3) contactable references must be provided, as demonstrated experience.**

Previous client	Description of previous work/services rendered	Year work/services rendered	Contact details Name, surname and contact number

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM B1.1 TENDERER’S EXPERIENCE IN OUTDOOR ADVERTISING SERVICES**

**Note to tenderer:**

- The tenderer must demonstrate previous outdoor advertising work done including digital billboards, static billboards and building wraps as listed above **over the last ten (10) years**. Attach **three (3) examples** that are in line with the scope of works for this tender (digital billboards, building, and static billboards).
- Therefore, Tenderer must submit designs, layout, images, etc. in full colour and clearly marked pictures or screenshots.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM B2.1: KEY RESOURCE’S EXPERIENCE

Note to tenderer:

- Attach a copy of Curriculum Vitae (Senior Project Leader CV)
- Attach a copy of Qualification for the Senior Project Leader
- Failure to submit a completed form B2.1 will result in 0 (zero) points for key person’s experience on the project except in the case that it is an eligibility requirement then it will lead to disqualification.

NAME	PROPOSED POSITION

Key resource experience

BRIEF DESCRIPTION OF WORK EXPERIENCE	RELEVANT EXPERIENCE STARTED	RELEVANT EXPERIENCE ENDED	POSITION HELD	QUALIFICATION/S

Comments:

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM B2.2: KEY RESOURCE’S EXPERIENCE

Note to tenderer:

- Attach a copy of Curriculum Vitae (Project Leader or Key Accounts Manager)
- Attach a copy of Qualification for the Project Leader or Key Accounts Manager
- Failure to submit a completed form B2.2 will result in 0 (zero) points for key person's experience on the project except in the case that it is an eligibility requirement then it will lead to disqualification.

NAME	PROPOSED POSITION

Key resource experience

BRIEF DESCRIPTION OF WORK EXPERIENCE	RELEVANT EXPERIENCE STARTED	RELEVANT EXPERIENCE ENDED	POSITION HELD	QUALIFICATION/S

Comments:

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM B2.3: KEY RESOURCE’S EXPERIENCE

Note to tenderer:

- Attach a copy of Curriculum Vitae (Outdoor Advertising Sales and Marketing Manager)
- Attach a copy of Qualification for the Outdoor Advertising Sales and Marketing Manager
- Failure to submit a completed form B2.3 will result in 0 (zero) points for key person’s experience on the project except in the case that it is an eligibility requirement then it will lead to disqualification.

NAME	PROPOSED POSITION

Key resource experience

BRIEF DESCRIPTION OF WORK EXPERIENCE	RELEVANT EXPERIENCE STARTED	RELEVANT EXPERIENCE ENDED	POSITION HELD	QUALIFICATION/S

Comments:

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM B2.4: KEY RESOURCE’S EXPERIENCE

Note to tenderer:

- Attach a copy of Curriculum Vitae (Project Commercial/ Finance Manager)
- Attach a copy of Qualification for the Project Commercial/ Finance Manager
- Failure to submit a completed form B2.4 will result in 0 (zero) points for key person's experience on the project except in the case that it is an eligibility requirement then it will lead to disqualification.

NAME	PROPOSED POSITION

Key resource experience

BRIEF DESCRIPTION OF WORK EXPERIENCE	RELEVANT EXPERIENCE STARTED	RELEVANT EXPERIENCE ENDED	POSITION HELD	QUALIFICATION/S

Comments:

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....



FORM B2.5: KEY RESOURCE’S EXPERIENCE

Note to tenderer:

- Attach a copy of Curriculum Vitae (Project Operations Manager)
- Attach a copy of Qualification for the Project Operations Manager
- Failure to submit a completed form B2.5 will result in 0 (zero) points for key person's experience on the project except in the case that it is an eligibility requirement then it will lead to disqualification.

NAME	PROPOSED POSITION

Key resource experience

BRIEF DESCRIPTION OF WORK EXPERIENCE	RELEVANT EXPERIENCE STARTED	RELEVANT EXPERIENCE ENDED	POSITION HELD	QUALIFICATION/S

Comments:

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

FORM B2.6: KEY RESOURCE’S EXPERIENCE

Note to tenderer:

- Attach a copy of Curriculum Vitae (Project Maintenance Manager)
- Attach a copy of Qualification for the Project Maintenance Manager
- Failure to submit a completed form B2.6 will result in 0 (zero) points for key person's experience on the project except in the case that it is an eligibility requirement then it will lead to disqualification.

NAME	PROPOSED POSITION

Key resource experience

BRIEF DESCRIPTION OF WORK EXPERIENCE	RELEVANT EXPERIENCE STARTED	RELEVANT EXPERIENCE ENDED	POSITION HELD	QUALIFICATION/S

Comments:

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM B3: MARKETING, SALES & OPERATIONAL PLAN FOR OUTDOOR ADVERTISING SERVICES**

**Note to tenderer:**

- Tenderer must demonstrate experience in providing marketing, sales and operational plans for outdoor advertising services with a bias towards digital billboards, and include static billboards, and building wraps.
- Tenderer must clearly demonstrate the best approach (overview) to generate maximum advertising revenue within a short period of time, based on their experience.
- Tenderer must demonstrate access to clients who may be interested in advertising on their outdoor digital screens and static billboards including building wraps.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM B4:      EXPERIENCE OF DEVELOPING OUTDOOR ADVERTISING SOLUTIONS WITH  
MAXIMUM IMPACT FOR ADVERTISING REVENUE GROWTH**

**Note to tenderer:**

- Tenderer must provide examples of outdoor advertising solutions for 3 (three) similar projects on the national roads or related road network in the Republic of South Africa; and evidence should include three examples of each for digital billboards, static billboards and building wraps.
- The tenderer must indicate their experience to solicit advertising on digital billboards, static billboards, and building wraps, to maximise revenue. A list of three (3) examples will suffice.
- Demonstratable experience and knowledge of applicable Outdoor Advertising Legislation, Principles and Guidelines for the sound implementation of outdoor advertising on national roads, including, but not limited to the South African Manual for Outdoor Advertising Control (SAMOAC) 2010, South African National Roads Agency Limited Act (Act 7 of 1998), and Municipal By-Laws.
- Tenderer must provide knowledge of ROAD SAFETY principles and guidelines relevant to the implementation of Outdoor Advertising on the National Road in the Republic of South Africa
- Also indicate a clear outdoor advertising **Implementation Timelines** to deliver similar projects scope. Indicate challenges, risks and mitigation, and outcome achieved.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM B5:      EXPERIENCE OF DEVELOPING OUTDOOR ADVERTISING METHODOLOGY SOLUTIONS**

**Note to tenderer:**

- The tenderer must demonstrate knowledge and capability to bring the contract to a satisfactory conclusion by describing the methodology of approach to accomplish similar project scope in the last ten (10) years.
- Attach at least three (3) examples of the previous methodology developed and implemented and the outcome achieved to maximise advertising revenue (overview).

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM B6: EXPERIENCE OF DEVELOPING MASTER PLAN FOR OUTDOOR ADVERTISING SERVICES**

**Note to tenderer:**

- Tenderer must demonstrate experience in developing outdoor advertising Master Plans including real Rate of Return over a period of time on similar projects and how the project was implemented, monitored and reported.
- Tenderer must demonstrate experience in submitting the relevant applications to comply with legislative requirements and to adhere to outdoor advertising standards.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM B7: OUTDOOR DIGITAL ADVERTISING TECHNICAL EXPERIENCE AND KNOWLEDGE**

**Note to tenderer:**

- Tenderer must demonstrate technical experience and knowledge of outdoor digital advertising, in particular.
- Provide an example of best approach based on past experience for erecting and maintaining digital outdoor advertising on the national roads, considering energy saving solutions, legislative compliance, engineering, road safety, and any other related matters

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....