

APPENDIX B
TECHNICAL EVALUATION CRITERIA FOR THE ESTABLISHMENT OF A TRANSACTION ADVISORY FRAMED LIST FOR A PERIOD OF FIVE (5) YEARS.TCC/2025/08/0001/104443/RFP

| No. | Requirement | ***Notes | Weight |
|---|--|---|----------------------|
| 1.1 PPP Transaction Experience | <p>Only PSP/PPP ten (10) projects from the year 2000 that reached Financial Close or Commercial Operation. These projects must be supported by a signed reference letters.</p> <p>Private Sector Participation (PSP) / Public-Private Partnership (PPP) Projects refer to structured collaborations between public sector entities and private sector participants for the delivery of public infrastructure or services. These projects typically involve:</p> <ul style="list-style-type: none"> *Long-term contractual arrangements where the private party assumes significant risk and management responsibility. *Financing, design, construction, operation, and/or maintenance of infrastructure or services. *Commercial models such as: <ul style="list-style-type: none"> oConcession Agreements: Private party operates and maintains a public asset for a defined period. oSpecial Purpose Vehicles (SPVs): Joint entities formed to execute the project. oJoint Ventures (JVs): Shared ownership and responsibilities between public and private entities. *Project milestones must include Financial Close (where funding is secured and contracts are signed) or Commercial Operation (where the asset/service is operational and generating value). *Examples: Toll roads, ports, railways, energy generation facilities, hospitals, and ICT infrastructure. | <p>Bidders are required to score a minimum of 20/40 for PPP / PSP Experience:</p> <p>Each project will be allocated 4 points (4x10 = 40)</p> <p>Bidders are required to complete Appendix B1 to respond to PPP/PSP projects.</p> <p>Notes for Reference Letter: These projects must be supported by signed reference letters from the year 2000. The letter must be written directly by the client. The letter must be in a clients letterhead. Company name (reference client). Contact person details (name, title, phone number/email address). Clear identification of the bidding company as the service provider who provided the service. Scope of services provided Project timeline and/or completion date.</p> | 4 points per project |
| | | | 40 |
| 1.2 Technical / Engineering Experience | <p>only mega infrastructure ten (10) projects from the year 2000 onwards with material technical or engineering input. Each project must be supported by a signed reference letter detailing the bidder's role and contributions. The signed reference letter must include: company name and contact name (phone number and/or email address).</p> <p>Mega Infrastructure Projects are large-scale, capital-intensive undertakings that have significant economic, social, and environmental impact. These projects typically:</p> <ul style="list-style-type: none"> *Involve complex engineering disciplines such as civil, structural, electrical, and systems integration. *Span multiple phases including feasibility studies, detailed design, construction, and operational readiness. *Require material technical or engineering input, including: <ul style="list-style-type: none"> oLifecycle costing oRisk management oEnvironmental and social impact assessments oSystems integration and interface management *Have a high financial value, ZAR 1 billion and above or equivalent to the converted foreign currency. <p>Are often multi-sectoral, covering areas such as rail, ports, maritime, pipelines, energy, ICT, and real estate.</p> | <p>Bidder is required to score Technical / Engineering: minimum 15/30</p> <p>Each project will be allocated 3 points (3X10 = 30)</p> <p>Bidders are required to complete Appendix B2 to respond to only mega infrastructure projects.</p> <p>Notes for Reference Letter: These projects must be supported by signed reference letters from the year 2000. The letter must be written directly by the client. The letter must be in a clients letterhead. Company name (reference client). Contact person details (name, title, phone number/email address). Clear identification of the bidding company as the service provider who provided the service. Scope of services provided Project timeline and/or completion date.</p> | 3 points per project |
| | | | 30 |
| 1.3 Financial Advisory Experience | <p>Provide a summary of each project outlining the below characteristics (maximum of 3 pages).</p> <p>Only mega infrastructure ten (10) projects completed from the year 2000 with material financial advisory input. Each project must be supported by a signed reference letter confirming the bidder's financial advisory role and the effectiveness of their input. The signed reference letter must include: company name and contact name (phone number and/or email address).</p> <p>Mega Infrastructure Projects in the context of financial advisory refer to large-scale, high-value public or private sector infrastructure initiatives that require complex financial structuring and advisory services. These projects typically:</p> <ul style="list-style-type: none"> *Involve significant capital investment, ZAR 1 billion and above, though strategic importance and financial complexity may also define scale. *Require material financial advisory input, including: <ul style="list-style-type: none"> oFinancial structuring and modelling oRisk analysis and mitigation oBankability assessments oFunding strategy development oLender engagement and syndication oValue-for-money and cost-benefit analysis oinnovative financing mechanisms (e.g., blended finance, green bonds, infrastructure funds) *Span multiple stages such as feasibility, financial close, construction, and operational phases. <p>May be delivered through PSP/PPP models or other financing arrangements involving public and/or private capital</p> | <p>Bidder is required to score Financial Advisory: minimum 15/30</p> <p>Each project will be allocated 3 points (3x10 = 30)</p> <p>Bidders are required to complete Appendix B3 to respond to only mega infrastructure projects.</p> <p>Notes for Reference Letter: These projects must be supported by signed reference letters from the year 2000. The letter must be written directly by the client. The letter must be in a clients letterhead. Company name (reference client). Contact person details (name, title, phone number/email address). Clear identification of the bidding company as the service provider who provided the service. Scope of services provided Project timeline and/or completion date.</p> | 3 points per project |
| | | | 30 |
| Threshold | | 70 points | 30 |
| Total score | | | 100 |