

No.	Question	Type	Answer
1	Please can you consider an extension of time on this tender deadline(s).	Technical	New closing date - 21 May 2025 at 11h00 am The submission link in the tender document is still valid.
2	The professional registration for economic analysts/property market analysis does not seem correct. The RICS/SACPVP registration is for Property Valuers. Please can you verify whether you can accept any of the following registrations for economic analysts SAPOA, ESSA, SAPI, SACPLAN	Technical	Yes, we will accept alternative professional registrations for economic analysts/property market analysis, provided that the qualifications and professional experience align with the functional requirements detailed in the Terms of Reference.
3	Additionally, regarding the building listed in the RFQS, we would be grateful if you could provide us with further information on the properties in question, specifically: a. More general details about the properties b. The size of each building c. The age of the buildings d. Whether any of the buildings are older than 60 years, as we need to ascertain if there are any heritage or conservation requirements e. Any current building condition assessments or maintenance updates carried out	Technical	After consideration between our internal stakeholder, we are unable to provide any further information regarding the buildings. The list of assets with all available information will be provided to the successful bidder on appointment. <i>Bidder should consider that since these are government building some building may be more than 60 years old and some may be heritage requirements.</i>
4	Is the Service Provider expected to have experiential items in respect of all the items listed under the Bidder's Experience? Our entity has expertise in respect of the PPPs and any Turnkey Solutions relating to PPPs. We do not have experiential items in respect of the long-term Leasing and Leasing to Own.	Technical	That is acceptable. The RFP states experience in either PPPs, Turnkey, Long term leasing and/or Lease to Own.
5	Is the Service Provider able to submit a Tender Response focussed solely on the Legal Technical Leg of the RFP which would include PPP, Finance Legislation, Environmental & General Regulatory Review (including by laws) and BEE and Socio-Economic Analysis? The reason we ask is motivated by the fact that our Professional Indemnity Cover is limited to our legal services and does not extend to sub-contractors. However, we can work with other transactional advisors provided our Scope of Work is properly delineated and we have been provided with a letter of engagement. Additionally, we are not open to be sub-contracted by firms we have not work with previously as we need to complete a Know-Your-Client before we can agree to such arrangements.	Technical	ISA and PMTE require the successful bidder to provide all expertise as required to provide a full Transactional advisory solution. A consortium/JV or subcontracting is also acceptable.
6	We previously participated in the tender for transaction advisory services for the State Asset Optimisation Programme (T26/04/24), which was advertised by the IDC in May 2024. Kindly confirm whether there is any relationship between the three current tenders and the aforementioned tender. Additionally, we would appreciate confirmation on whether Tender T26/04/24 has been awarded.	Technical	Tender T26/04/24 was cancelled and notification was put on all medium in which the bid was advertised. The current tender is a new advertisement for a clustered approach.
7	We request further information on the projects listed under ROT and Revenue Generation (High Value Assets), as this will assist us in better understanding the scope of work and in developing an informed pricing proposal.	Technical	Please refer to response 3 above
8	We also seek clarity on the definition and nature of the "Revenue Generation (High Value Assets)" referenced in the tender. The tender document does not provide sufficient detail on the types of assets involved.	Technical	These assets are strategically located assets which have potential to yield high revenue streams (i.e. small harbours, etc) as such they are defined as the strategic utilisation of key public infrastructure or facilities to create sustainable income streams. This approach enables public entities to unlock the economic potential of their assets by partnering with private sector entities to implement commercial activities, service offerings, or operational efficiencies. The goal is to maximise financial returns, ensure long-term asset sustainability, and enhance public service delivery without placing an undue financial burden on the government.
9	Requesting extension for submission by 2 weeks given number of public holidays in April and additional data required as outlined in 2, and responses required on 3 & 4 below	Technical	Please refer to response 1 above
10	Additional data required for properties. We don't expect all the details but at least the size of the land parcel, sqm and nr of storeys of buildings and their nature (offices, residential, special purpose), whether in urban, peri-urban, rural setting, zoning, municipal value.	Technical	Please refer to response 3 above
11	Given that the 31 properties listed in RFP issued by National DPW directly are a subset of the properties for this tender, can we assume that the scope for these properties will be reduced (i.e. not a full feasibility or business case – perhaps review of existing documentation) and focussing on providing bid evaluation support a. For cluster 1 there are 15 properties out in the market and the current RFP speaks to 16 properties for Revenue generation. Are we to take it that only one property will require full feasibility per above b. For cluster 2 there are 6 properties out in the market and the current RFP speaks to 26 properties for Revenue generation. Are we to take it that 20 properties will require full feasibility per above c. For cluster 3 there are 10 properties out in the market and the current RFP speaks to 9 properties for Revenue generation. Are we to take it that there will be zero properties that will require a full feasibility per above	Technical	The required services in respect to the 31 properties are covered under the Scope of Work section "Programme Support". The bidders will be expected to provide the necessary procurement support to ISA and PMTE including assisting in the evaluation of proposals and identification of the preferred and reserve bidders for the properties in the RFP and the additional 31 properties. Bidders are advised that they may not participate in both bids, in order to avoid any potential conflict of interest should they be appointed to provide Transaction Advisory Services.
12	IDC team mentioned that Cluster 1 requires additional advisory support in the PMTE unit. Is this in addition to the normal program support 4. PROGRAMME SUPPORT (Ref. to SOW 3.3.4) and is there an estimated effort for this request?	Technical	This support will be on an ad hoc basis to PMTE. This will include general advisory to PMTE for the internal PPP advisory unit for the implementation of PPP programs. The requirement is to support the department in executing its duties in relation with the amended PPP Regulation 16, to establish an internal PPP advisory unit to provide oversight and management of PPP projects.
13	Do we understand correctly that, over the course of 36 months, the Transaction Advisor is expected to develop 28 separate feasibility studies and business case reports, and facilitate 26 separate	Technical	Correct, each property should have a comprehensive feasibility study, business case and procurement process.
14	Can we confirm that each of the 28 transactions will need to be undertaken under the remit of National Treasury's PPP Project Cycle, per Treasury Regulation 16 to the PFMA 1999 (including consideration of the recent Gazette Notice 5841 of 7-2-25 Amendments to PFMA Treasury Regulation 16)? And therefore this assignment would require 28 distinct Treasury PPP project streams with associated compliance and approval stages?	Technical	Correct, bidders must also consider the provisions of the amended PPP Regulation 16 which removes the requirement for Treasury Approval 1 (TA1), thereby streamlining the PPP process and enhancing the lead department's accountability for project below a R2 billion threshold. Bidders must be well-versed in the amended regulation and able to advise accordingly. <i>The amended PPP Regulation 16 has been attached for ease of reference.</i>

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15	Is there an expectation that, out of the long-list of 28 identified sites, the Due Diligence or Bankable Feasibility Study exercises may find some of them unviable for the envisaged way forward? Or has sufficient due diligence already been conducted to be confident that each of the 28 identified sites will proceed to procurement?	Technical	This shortlist comprises assets identified as having the highest potential for viability. It is assumed that each will result in a bankable and feasible project, ultimately progressing to procurement. However, this will be determined by the outcomes of the feasibility studies, the option analysis will evaluate and identify the highest and best use. Bidders are therefore advised that their ability to provide innovative solutions and strategic thinking on how best to position and bring these assets to market will be critical to the success of this Phase 1 roll-out. Innovative and evidence-based approaches that enhance value-for-money and align with the goals of the State Asset Optimisation Programme are encouraged.
16	If there is a possibility that, over the course of the assignment, some of the sites may be found to be unviable, what assumptions should bidders make to ensure appropriately priced and comparable proposals?	Technical	Bidder should assume all properties will result into bankable and feasible projects.
17	<p>The TOR provides negligible information on the 28 sites besides general locality and envisaged transaction typology. This makes it very difficult for bidders to adequately cost their proposals, particularly given the comprehensive scope of services required and potentially wide diversity in proposed transactions and business cases between sites. At a minimum, we would expect the following data to be provided for each site:</p> <ul style="list-style-type: none"> o The exact location/address o General description of the land parcel, including current zoning and any encumbrances o General description of the existing infrastructure (including age and general condition), current usage/function, and any existing tenants, concessionaires, or similar o Sizing, including the square meterage of the land parcel and (where existing) of buildings o Insight into current under-utilisation and why the parcel was selected for inclusion in this Phase 1 of the SAOP <p>Comprehensive answers to the above queries, and provision of the requested data, will assist bidders in developing fit-for-purpose bids that best leverage economies of scale in running clustered projects in parallel, encourage more and higher-quality submissions, promote more competition, and ultimately optimise value for money for the client in appointing transaction advisors.</p> <p>We also kindly request that a material extension to the submission deadlines is also provided, to allow bidders sufficient time to consider and incorporate the responses to the above questions in the completion of their proposals.</p>	Technical	Please refer to responses 1 and 3 above
18	For the purposes of bid compliance, we request clarification/confirmation on the acceptability of a subcontractor being engaged by more than one bidding consortium.	Admin	Bidder to refer to Section 1 paragraph 11 for clarity in this regard.
19	These are associated with the Appointment of a Transaction Advisor for the Roll-Out of the State Asset Optimisation Programme (SAOP) – Phase 1. As an SMME, we are keen to understand if the Industrial Development Corporation (IDC) has made provisions to include small and emerging enterprises as subcontractors or specialist service providers within these bids. We would appreciate any guidance on how firms like ours can position themselves to be considered for collaboration by major bidders.	Admin	There are no set asides for these specific bids it is open to all. The onus lies with the bidder to be in contact with the other big companies for such opportunities or partnerships.