



RFP FOR THE ESTABLISHMENT OF A TRANSACTION ADVISORY FRAMED LIST FOR A PERIOD OF FIVE (5) YEARS.

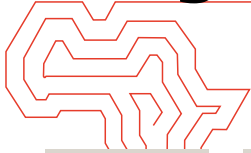
REINVENT

for GROWTH

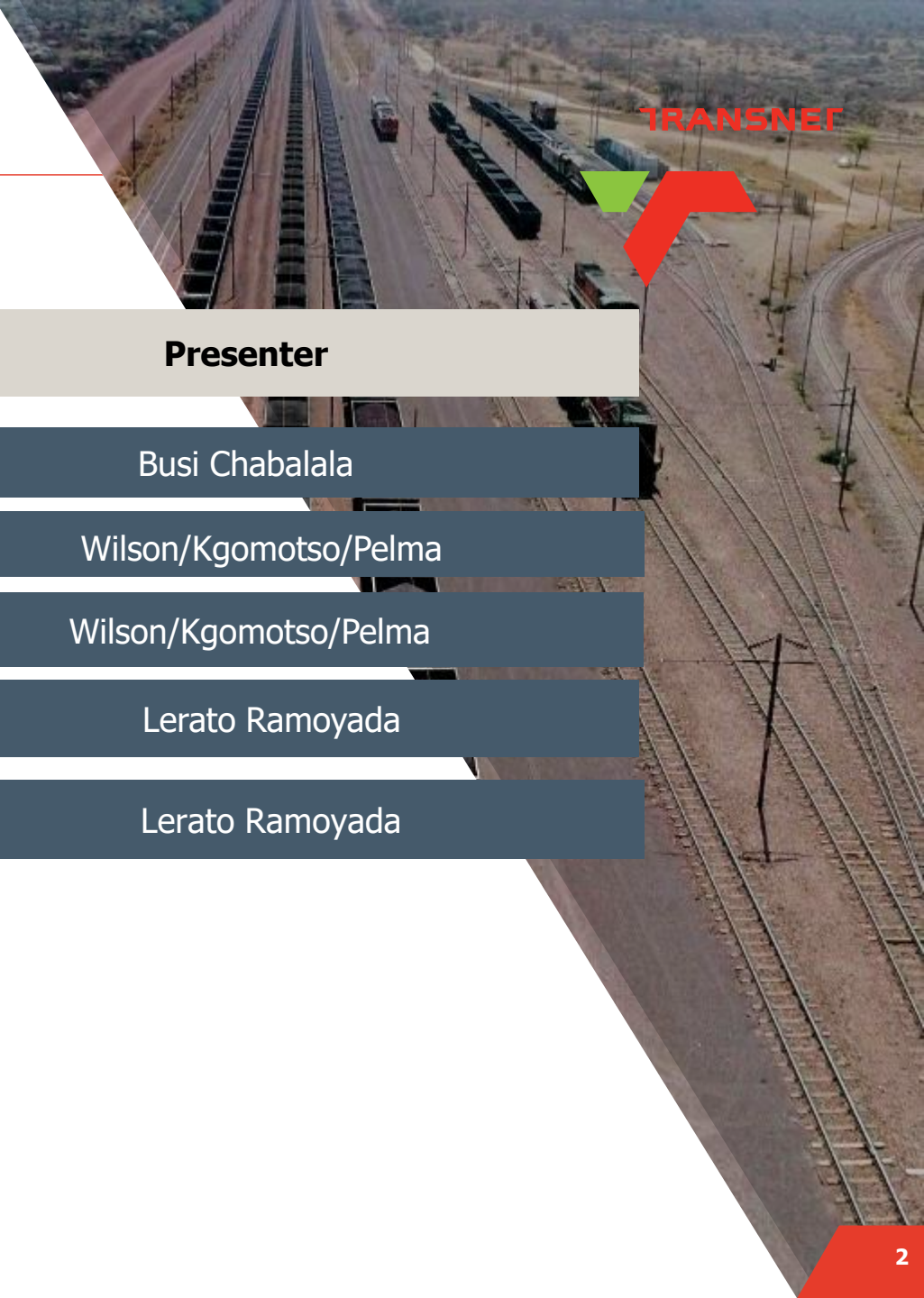
TCC/2025/08/0001/104443/RFP



Agenda



Slide No.	Topic	Presenter
3	Welcome and Introduction	Busi Chabalala
4	Scope of Services	Wilson/Kgomotso/Pelma
5 - 7	Technical Evaluation	Wilson/Kgomotso/Pelma
8 - 9	Key Points to Highlight and General Information	Lerato Ramoyada
10 - 18	Evaluation Methodology	Lerato Ramoyada





Welcome, Introduction and Safety Briefing

Team

- ❖ Welcome the bidders
- ❖ Transnet attendee to briefly introduce themselves
- ❖ Safety Briefing

General Disclaimer: This briefing session must not contradict the RFP and its supporting documents published, and should there be any errors, acts of omissions or misinterpretations, then the RFP and its attachments takes precedence of it.

Respondents will be given an opportunity to ask questions at the end.

All verbal questions must be put in writing on the RFP Clarification form (**Section 8**) and Transnet will provide a written response. **No verbal feedback must be construed as binding until in writing.**



Scope of Requirements

Detailed Scope of Requirements: Appendix A of the RFP



Technical Requirements

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"> o Concession Agreements: Private party operates and maintains a public asset for a defined period. o Special Purpose Vehicles (SPVs): Joint entities formed to execute the project. o Joint 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



Technical Requirements

<p>1.2 Technical / Engineering Experience</p>	<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"> o Lifecycle costing o Risk management o Environmental and social impact assessments o Systems 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>	<p>3 points per project</p> <p style="text-align: right;">30</p>
---	--	---	---



Technical Requirements

<p>1.3 Financial Advisory Experience</p>	<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"> o Financial structuring and modelling o Risk analysis and mitigation o Bankability assessments o Funding strategy development o Lender engagement and syndication o Value-for-money and cost-benefit analysis o Innovative 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>	<p>3 points per project</p>
			<p>30</p>
<p>Threshold</p>		<p>70 points</p>	
<p>Total score</p>	<p>100</p>		



Key Points - General (1/2)

Please note the following submission requirements, but not limited to:

- The RFP and all the supporting documents may still be downloaded directly from National Treasury's e-Tender Publication Portal at www.etenders.gov.za and Transnet website, free of charge.
- Respondents who 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.
- The RFP closes punctually at **12:00 PM on 19 May 2026**. Respondents must ensure that bids are uploaded timeously onto the system.
- The Respondents that submits a bid must be the same as the Respondents that submitted an intent to log a bid, failing which it will result in disqualification.
- Bid validity period is **180 Business Days from Closing Date**.
- Respondents RFP proposal must **sign documents [sign, stamp and date the bottom of each page] before uploading them on the system. The person or persons signing the submission must be legally authorised by the respondent to do so.**
- Respondents are required to self – register on National Treasury central supplier database (CSD).



Key Points - General (2/2)

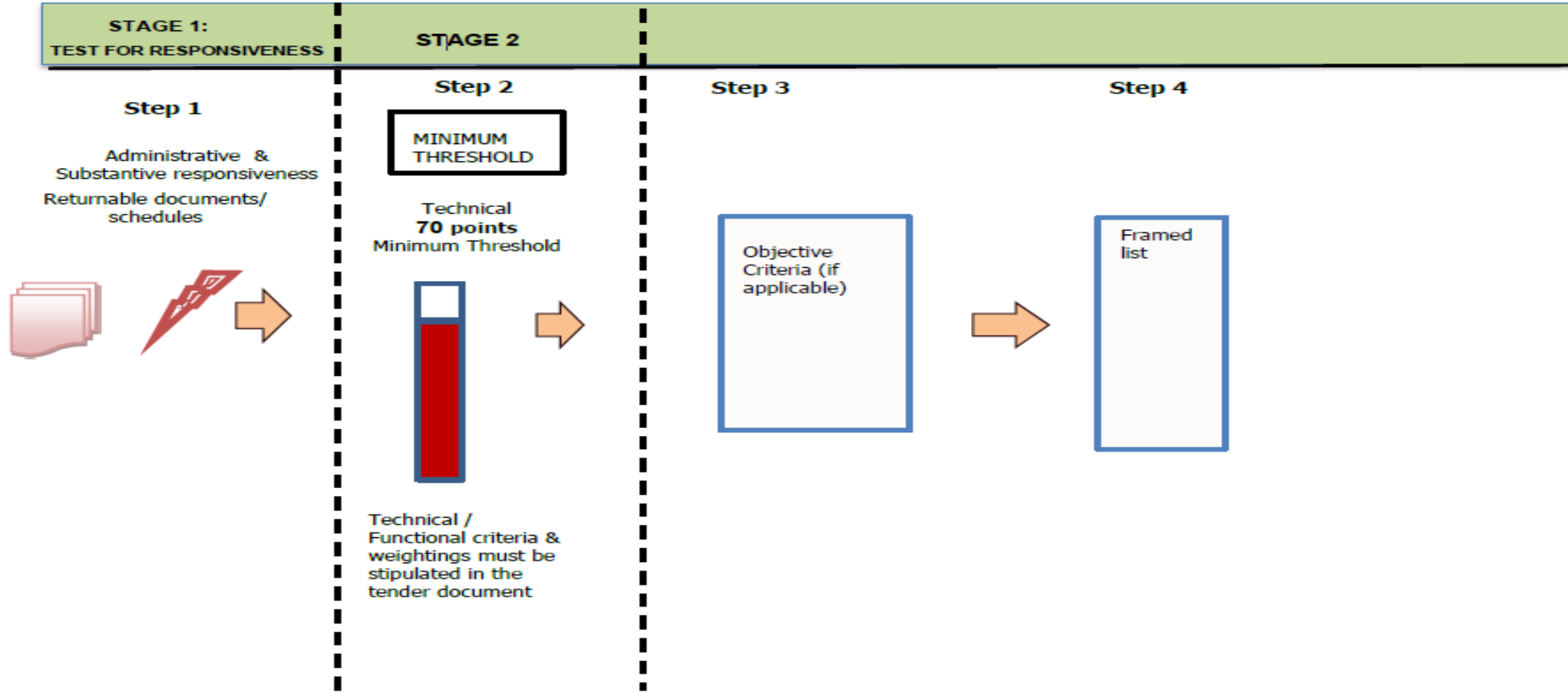
- Communication relating to this RFP:
 - After the briefing session, should Respondents have more questions, RFP Clarification Request Form (Section 8) should be submitted onto the system, and sent to lerato.Ramoyada@transnet.net before **12:00 pm, 17 April 2026**.
 - In the interest of fairness and transparency, Transnet's response to such a query will be published on the National Treasury e-tender portal and Transnet website.
 - Respondents are required to ensure that all clarification questions are sent to Transnet before the clarification closing date and time in order to allow Transnet sufficient time to respond to all clarification questions by **17 April 2026**.
- It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of Transnet 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.



Transnet's Evaluation Methodology

6 EVALUATION METHODOLOGY – PROCESS 1

Transnet will utilise the following methodology and criteria in selecting a preferred Service provider:



Step One: Administrative Responsiveness



Step ①: Procurement conducts evaluations to highlight non-responsive (non-compliant) bids and attempts to obtain outstanding documentation from respondents prior to declaring them non-responsive and eliminating bids

Administrative and substantive responsiveness check	RFP Reference
<ul style="list-style-type: none"> Whether the Bid has been lodged on time 	Section 1
<ul style="list-style-type: none"> Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time 	Section 5
<ul style="list-style-type: none"> Verify the validity of all returnable documents 	Section 5
<ul style="list-style-type: none"> Verify if the Bid document has been duly signed by the authorised respondent 	All sections
<ul style="list-style-type: none"> Whether any general and legislation qualification criteria set by Transnet, have been met 	All sections
<ul style="list-style-type: none"> Whether the Bid materially complies with the scope and/or specification given 	All Sections



Step One: Administrative Responsiveness

Step ①: Procurement conducts evaluations to highlight non-responsive (non-compliant) bids and attempts to obtain outstanding documentation from respondents prior to declaring them non-responsive and eliminating bids

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	SUBMITTED [Yes or No]
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement	
Latest Financial Statements signed by your Accounting Officer or latest Audited Financial Statements plus 2 previous years	
Section 1: SBD1 Form	
SECTION 5 : Proposal Form and List of Returnable documents	
SECTION 6 : Certificate Of Acquaintance with RFP, Terms & Conditions & Applicable Documents	
SECTION 7 : RFP Declaration and Breach of Law Form	
SECTION 9: Job-Creation Schedule	
SECTION 10: SBD 5	
SECTION 11: PROTECTION OF PERSONAL INFORMATION (For normal contract)	
SECTION 12: PROTECTION OF PERSONAL INFORMATION (For Operator Contract only, delete this section if not for Operator Contract)	
APPENDIX C: Draft Framework Agreement	
APPENDIX D: Transnet's General Bid Conditions	
APPENDIX E: Transnet's Supplier Integrity Pact	
APPENDIX F: Non-Disclosure Agreement	



Step One: Administrative Responsiveness

<p align="center"><u>RETURNABLE DOCUMENTS USED FOR SCORING</u></p>	<p align="center">SUBMITTED [Yes or No]</p>
<p>Private Sector Participation (PSP) / Public-Private Partnership (PPP) Projects Bidder to provide Appendix B1: to respond to PPP/PSP projects. Reference letters of each project</p>	
<p>Technical / Engineering: only mega infrastructure Projects Bidder to provide Appendix B2: to respond only to technical/engineering advisory projects. Reference letters of each project</p>	
<p>Financial Advisory: only Mega Infrastructure Projects Bidder to provide Appendix B3: to respond only financial advisory projects. Reference letters of each project</p>	



Step Two: Technical Desktop Evaluation

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

Technical Evaluation Criteria	Weightings	RFP Reference
Bidder experience in PSP/PPP	40	Appendix B
Bidder experience in Technical/Engineering	30	Appendix B
Bidder experience in Financial Advisory Services	30	Appendix B
Total Weighting:	100	
Minimum qualifying score required:	70	

Bidder to provide the necessary supporting documents required in **Appendix B: Technical Questionnaire**. Bidder's compliance with the minimum technical threshold will be measured by their responses to Annexure **Appendix B**.

- *** Bidders are required to complete **Appendix B1** to respond to PPP/PSP projects.
- *** Bidders are required to complete **Appendix B2** to respond only to technical/engineering advisory projects.
- *** Bidders are required to complete **Appendix B3** to respond only financial advisory projects.



Step Three : Objective Criteria

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

- Skills Transfer and Capacity Building for Transnet;
- Impact on Transnet's Return On Investment;
- Rotation of Suppliers to promote opportunities for other suppliers, by overlooking a supplier that has been awarded business repeatedly overtime in order to benefit other suppliers in the market;
- **the tenderer:**
 - is not under restrictions, or has principals who are under restrictions, preventing participating in the employer's procurement,
 - is not undergoing a process of being restricted by Transnet or other state institution that Transnet may be aware of,
 - can, as necessary and in relation to the proposed contract, demonstrate that he or she possesses the professional and technical qualifications, professional and technical competence, financial resources, equipment and other physical facilities, managerial capability, reliability, experience and reputation, expertise and the personnel, to perform the contract,



Step Three : Objective Criteria

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

- has the legal capacity to enter into the contract
- is not insolvent, in receivership, under Business Rescue as provided for in chapter 6 of the Companies Act, 2008, bankrupt or being wound up, has his affairs administered by a court or a judicial officer, has suspended his business activities, or is subject to legal proceedings in respect of any of the foregoing,
- complies with the legal requirements, if any, stated in the tender data and
- is able, in the option of the employer to perform the contract free of conflicts of interest.
- all risks identified during a risk assessment exercise/probity check (which may be conducted by an authorised third party) that would be done to assess all risks, including but not limited to:
 - the financial stability of the bidder based on key ratio analysis, which would include, but not be limited to Efficiency, Profitability, Financial Risk, Liquidity, Acid Test, and Solvency.



Step Four: Award of business/Framed list

- Immediately after approval to award the contract has been received, the successful bidder(s) will be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent(s).
- A final framework agreement will be concluded and entered into with the successful Bidders at the acceptance of a letter of award by the Respondent.
- When a need arises a Request for Quotation (RFQ)/Request for proposal (RFP) will be issued to all bidders on the approved list to compete on Price, B-BBEE and Specific goals evaluations.

*****Conditions of Contract

Condition of contract the winning bidder may be required to contract with Transnet on one or more of the following transformation initiatives:

Subcontracting:

The bidder may be required to sub-contract a minimum of ` 15% of the total value of the contract to South African companies that are:

51% Black Owned EME's and QSE's



Step Four: Award of business/Framed list

- **Skills Development:**

The bidder may be required to reserve a minimum of 5% for skills development initiatives targeted at the following designated groups:

- Black youth from public education institutions (FET Colleges, Universities and Universities of Technology)
- The training and skills development to be offered through internships, learnerships and vocational training.
- Transfer of skills to local black owned SMMEs in the sector.
- Bidders may be required to make proposals on a skills development program in the sector.



Questions and Closure

All questions arising from this non- compulsory briefing session must be put in writing on the (Section 8) RFP Clarification Form submitted on the system and sent to Lerato.Ramoyada@transnet.net before 12h00 pm on 17 April 2026.



Thank You