

QUESTIONS and ANSWERS – Batch 7

Tender Ref No	COR7901/2025/RFP
Tender Description	ACQUISITION OF LOUNGE OPERATORS FOR A PERIOD OF FIVE (5) YEARS AT O R TAMBO INTERNATIONAL AIRPORT, CAPE TOWN INTERNATIONAL AIRPORT AND KING SHAKA INTERNATIONAL AIRPORT.

NB: Tenderers to acknowledge this Q&A in their tender submission in the table for RECORD OF ADDENDA TO TENDER DOCUMENTS.

No.	BIDDER QUERY/QUESTION	ACSA'S RESPONSE
1	<u>1a) Original Question:</u> "What is ACSA's policy on allowing the successful bidder to form brand partnerships (i.e. working with select and approved brands to offer joint naming rights of the lounge) or collaborate with external entities over the course of the lease period (whilst adhering to the non-exclusivity requirement stipulated in the tender documents)?"	1a) Answer in Batch 6 Q and A
	<u>1b) Follow up question :</u> Could you please clarify ACSA's policy regarding the formation of brand partnerships post-award of the tender? Specifically, we would like to understand whether the successful bidder is permitted, during the lease period, to collaborate with external entities or brands — for example, to establish a co-branded lounge offering or grant joint naming rights — provided that such partnerships are approved by ACSA and do not constitute a joint venture at the time of bidding.	ACSA's relationship with the successful bidder will be governed through a lease agreement to be entered into between the parties.

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2	Price and Preference (80/20 or 90/10) Is the R50m based per lounge opportunity or as a collective, if the business is tendering for more than one lounge?	Each opportunity must be tendered for separately and will be evaluated and awarded separately – as indicated in tender document.
3	Is this for the 5-year lease period or per year?	It is for a 5 year period per opportunity - as indicated in tender document.
4	When will beneficial occupancy commence? Keeping in mind Dec and Jan, contractors are closed and Festive Season?	It will occur once the existing facility is decommissioned and the contract is signed with the successful bidder – As per Batch 6 Q and A.
5	Can ACSA provide a copy of the official guidelines or framework that proposals must align with—particularly regarding design, marketing, and operational plans?	Refer tender document - This is detailed under functionality.
6	What is the expected adjudication timeline post-tender closure on 14 November? When will the successful bidder be notified?	This is dependent on the number of bid responses received. As per tender document – bid offer must be valid for 120 working days from date of tender closure. Bidders will be advised once the tender process is complete whether they have been successful or not.
7	Will current lounge operators be allowed to continue on a month-to-month basis during the adjudication and construction period, especially over the December–January holiday season?	This will be dealt with in accordance with ACSA's internal governance process.
8	Is there flexibility in the entity structure of the bidder? For example, can a joint venture or consortium bid without forming a new special purpose vehicle (SPV)? What documentation is required for such structures?	The bidder must decide up-front on the format they will be bidding for operating the lounges. If a bidder is going to Joint Venture (JV) for operating the lounges – then a JV agreement must be entered into and the necessary information in the tender document completed/provided. Refer tender document.

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9	Is a consolidated BEE certificate required for consortium bids, even if not explicitly stated in the tender documents?	Yes, it is. Contact a SANAS approved B-BBEE rating/verification agency for more information.
10	Are there any restrictions or preferences regarding airline partnerships, especially considering existing relationships or financial obligations to ACSA?	Refer batches 2 and 6 Q&A ; and relevant addenda.
11	What are the minimum technical qualification thresholds, and how are they weighted against pricing? Is functionality scored before pricing is considered?	Refer tender document for the stages of evaluation. Functionality is scored before pricing is considered.
12	Can ACSA confirm the scoring methodology for pricing? Specifically, how are the three pricing models (flat rate, revenue percentage, hybrid) evaluated?	The prices quoted in the pricing schedules will be evaluated. Refer tender document for pricing schedules.
13	Will ACSA accept existing lounge designs and refurbishments, or are new designs mandatory? Have there been changes to design standards since the last tender?	Please read the detailed functionality criteria in the tender document. This detailed functionality criteria is deemed sufficient for you to respond to this tender.
14	What does ACSA expect in terms of inclusivity and accessibility in the marketing plan? Is there a requirement to open lounges to all South Africans, including lower LSM segments?	Please refer the tender document for more information.
15	Are there specific expectations for marketing strategy beyond traditional campaigns—e.g., business development, client acquisition, and demographic targeting?	Please read the detailed functionality criteria in the tender document. This detailed functionality criteria is deemed sufficient for you to respond to this tender.

All bid information (including Q&A, addenda etc) is uploaded onto National Treasury website viz. www.etenders.gov.za.

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