



REQUEST FOR BIDS

Briefing Session

**ACQUISITION OF ADVERTISING CONCESSIONAIRES FOR A PERIOD OF FIVE (5) YEARS AT AIRPORTS COMPANY SOUTH AFRICA'S (ACSA) AIRPORTS.
TENDER NUMBER: COR7972/2025/RFP**



Terminals



Toilets

Shops



Banks

AIRPORTS COMPANY



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TENDER NOTICE AND INVITATION TO TENDER

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AIRPORTS COMPANY SOUTH AFRICA

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Non-Compulsory Briefing Session	23 October 2025 at 10h00 via MS Teams
Non-Compulsory Site Visits at mid-day (12:00) at nine(9) ACSA airports	<p>19 January 2026 - O R Tambo International Airport</p> <p>20 January 2026 - Upington International Airport</p> <p>21 January 2026 - Kimberley Airport</p> <p>22 January 2026 - Bram Fischer International Airport</p> <p>26 January 2026 - King Shaka International Airport</p> <p>27 January 2026 - Chief Dawid Stuurman International Airport</p> <p>29 January 2026 - King Phalo Airport</p> <p>2 February 2026 - Cape Town International Airport</p> <p>3 February 2026 - George Airport</p>
Last Date for Foreign National Information to be Submitted to ACSA for Site Visits.	13 November 2025 (Refer Site Visit Requirements)

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SITE VISIT REQUIREMENTS:

- Bidders to send a **maximum of two (2) representatives** for each site visit.
- Bidders to **arrive early (at least 2-3 hours before meeting)** in order to obtain their permits prior to start of the site meeting/s.
- **RSA CITIZENS:** Original Identity Document (ID)/Passport or Original Valid Temporary ID (Original and copy of front and back of ID/passport). Driver's Licence is Not Acceptable.
- **FOREIGN NATIONALS** – Following process applies to foreign nationals who intend attending the site meeting/s:
 - **Bidder to e-mail by 13 November 2025**, a copy of Foreign National's passport plus the background check report / clearance certificate from country of origin and indicate which airport site visit, to tenders.scm1@airports.co.za.
 - All Foreign Nationals will require approval from South African Civil Aviation Authority (SACAA) to access restricted areas at the airport. This will be any area that requires access at any Security Screening Point.
 - SACAA will inform Security Management via an official letter that the Permit Office is allowed to issue a permit to the foreign national/s.
 - Once permission is given by SACAA, Foreign National to bring their Original Passport with VISA (Original and copy) PLUS background check report or Clearance Certificate from country of origin to the site meeting. Driver's Licence is Not Acceptable.
- Reflective Jackets
- Permit Costs are non-refundable.
- Payment of Permits – some airports take cash (SA Rands), and some airports require payments to be made by card – please ensure you have both cash and card to make payment for All the permits to cater for any technology glitches.
- Check at information desks and security personnel should you require further guidance to locate the assembly point.
- **Parking Costs:** Parking costs will be for bidders' account and must be paid for prior to exiting carpark area.

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Query Closure	20 February 2026
Queries in writing to:	tenders.scm1@airports.co.za
Response to Queries by ACSA	On or before 25 February 2026
Bid Closure Date and Time	20 March 2026 at 12h00 (mid-day) LATE BID SUBMISSIONS WILL NOT BE ACCEPTED
Bid Documents	<p>Bid documents are available at no cost from the following websites:</p> <ul style="list-style-type: none">• ACSA (www.airports.co.za) Select Tender Bulletin, select Current Tenders, download relevant bid information.• National Treasury (www.etenders.gov.za)
Submission of Bid Document	<p>O R Tambo International Airport (Kempton Park, Johannesburg)</p> <p>Terminal 'A' Building (en route to the Aircraft Viewing Deck; ACSA Offices North wing) Terminal 'A' Building - 3rd Floor TENDER BOX "A" Tender Box slot can be found on the wall. Complete the Bid Deposit Register</p>



TENDER NOTICE AND INVITATION TO TENDER



Bid submissions

1. The bidder to submit bids in duplicate Printed format (1 Original and 1 Copy).
2. The printed original will be legal and binding. In the event of discrepancies between any of the submitted documents/information; the printed original will take precedence.
3. The documents must be signed and completed by a person who has been given authority to act on behalf of the bidder.
5. Bids to be sealed in clearly marked envelopes/package indicating which is “Original” and which is “Copy” and marked with Bidder’s name, return address and contact details on the back of the envelope; And on the front of the envelope - Bidder Reference Number, Bid Description, and the details of the Supply Chain Management department where the bid will close.
5. Please ensure that the packaging of the tender document is not a large box but a A4 lever arch file size package that can fit in the tender box insertion point.
6. There will be a register at the Tender Box, which is to be completed.
7. Please arrive early at the airport in order to avoid being late to the tender box/closing.
8. South Africa Standard Time (SAST) will apply to all times related to this tender.
9. There will **not** be a public opening of tender documents.



TENDER NOTICE AND INVITATION TO TENDER



Joint Venture(JV), Partnerships, Consortiums, Trusts and Sub-Contractors	<ul style="list-style-type: none"> • B-BBEE Certificate - A Joint Venture/Partnerships/Consortium bid must be accompanied by a consolidated JV B-BBEE Certificate from a SANAS accredited B-BBEE Verification Agency in the name of the Joint Venture. • CSD Registration – for a JV, CSD registration for the JV. • All parties to the bid (JV Partners and sub-contractors) to submit all the required returnable documents as indicated in the bid document.
Validity Period	<ul style="list-style-type: none"> • ACSA requires a validity period of one hundred and twenty (120) business/working days for this bid. • During the validity period, the prices which have been offered by the bidder must remain firm and valid. • ACSA may request an extension of the validity period.
Alterations to Documents	Do not make any alterations or additions to the tender documents, except to comply with instructions issued by the employer, or necessary to correct errors made by the tenderer. All signatories to the tender offer shall initial all such alterations.



EVALUATION PROCESS

SCM & LINE DEPARTMENT TO PRESENT INFORMATION FROM PAGE 12 OF THE BID DOCUMENT

Stage 1	Stage 2	Stage 3	Stage 4
Mandatory Requirements	Evaluate on Functionality or the technical aspect of the bid	Evaluate Price and Preference	Post tender negotiations (where applicable)



EVALUATION PROCESS

SCM & LINE DEPARTMENT TO PRESENT INFORMATION FROM THE BID DOCUMENT

STAGE 1: MANDATORY CRITERIA (Page 12 of Bid doc)

- BIDDER TO COMPLETE THE PRICING SCHEDULES PROVIDED IN THE BID DOCUMENT.

STAGE 2: FUNCTIONALITY CRITERIA (From Page 13 of Bid doc)

Bidders who fail to score the minimum threshold points of 70/100 points will be disqualified.

STAGE 3: PRICE AND PREFERENCE (From Page 21 of Bid doc)

STAGE 4: POST TENDER NEGOTIATIONS (*WHERE APPLICABLE*)



EVALUATION PROCESS

Evaluation of Preference :

ACSA will score specific goals out of 20 or 10 in accordance with the PPP Regulations 2022/2023. If a bidder fails to meet the Specific goals as outlined on the table below and to submit proof, the bidder will score zero (0) out of 20 or 10. ACSA will not disqualify the bidder.

See below Specific goals that must be achieved for this bid:



SPECIFIC GOALS FOR THE TENDER AND POINTS CLAIMED ARE INDICATED PER THE TABLES BELOW.

Table 1a: 80/20 preference point system, following will apply:

Specific Goals	Number of points (80/20 system)
B-BBEE Status Level 1	5
B-BBEE Status Level 2	4.5
B-BBEE Status Level 3	4
B-BBEE Status Level 4	3
B-BBEE Status Level 5	2
B-BBEE Status Level 6	0.5
B-BBEE Status Level 7	0.3
B-BBEE Status Level 8	0.1
Black youth majority-owned entities	5
Black women majority-owned entities	5
Company majority owned by people with disabilities	5
Non- compliant contributor	0



SPECIFIC GOALS FOR THE TENDER AND POINTS CLAIMED ARE INDICATED PER THE TABLES BELOW.

Table 1b: 90/10 preference point system, following will apply:

Specific Goals	Number of points (90/10 system)
B-BBEE Status Level 1	5
B-BBEE Status Level 2	4.5
B-BBEE Status Level 3	4
B-BBEE Status Level 4	3
B-BBEE Status Level 5	2
B-BBEE Status Level 6	0.5
B-BBEE Status Level 7	0.3
B-BBEE Status Level 8	0.1
Black youth majority-owned entities	5
Non- compliant contributor	0



Evaluation of Preference cont.

BIDDER TO PROVIDE PROOF TO SUPPORT THE PREFERENCE POINTS BEING CLAIMED.

- A) PROVIDE ORIGINAL OR CERTIFIED COPY OF VALID SWORN AFFIDAVIT **OR**
- B) VALID B-BBEE CERTIFICATE FROM A SANAS ACCREDITED RATING AGENCY
(TOGETHER WITH B-BBEE REPORT)
 - IF BIDDER IS A JOINT VENTURE (JV) – A CONSOLIDATED B-BBEE CERTIFICATE FROM A SANAS ACCREDITED AGENCY TO BE PROVIDED AS PRESCRIBED BY THE B-BBEE ACT AND ITS RELEVANT/MOST RECENT CODES OF GOOD PRACTICE
- C) ANY OTHER SUPPORTING INFORMATION.

IN ORDER TO SCORE FOR PREFERENCE POINTS, BIDDER MUST PROVIDE SUPPORTING INFORMATION (PROOF) THAT IS RELEVANT TO THE SPECIFIC GOALS.



EVALUATION PROCESS



WHERE REQUIRED, THE FOLLOWING STAGES OF EVALUATION WILL BE CONDUCTED:-

STAGE 4: POST TENDER NEGOTIATIONS (WHERE APPLICABLE)



RETURNABLE DOCUMENTS – (From Page 37 of Bid doc)

A BIDDER WHO PRESENTS ANY FALSIFIED INFORMATION WILL BE LIABLE FOR DISQUALIFICATION.



SCOPE

PRESENTED BY LINE DEPARTMENT

INDICATE WHICH OPPORTUNITY YOU ARE SUBMITTING YOUR BID FOR BY TICKING THE BOX PROVIDED. EACH OPPORTUNITY MUST BE TENDERED FOR SEPARATELY AND WILL BE EVALUATED AND AWARDED ACCORDINGLY.

TENDERS FOR EACH OPPORTUNITY WILL BE AWARDED SEPARATELY

Number	Opportunity Name	Opportunity Inclusions	Tick the opportunity you are bidding for
1	Passenger (Pax) Mobility	Lifts, Travelators, Escalators, Airbridges (External)	
2	Airport Access	Roadways and Building facades	
3	Arrivals Journey	Domestic and International Arrivals journey	
4	Departures Journey	Domestic and International Departures Journey	
5	Public Concourse	Publicly accessible areas on the landside	



SCOPE continued

OPPORTUNITIES WILL BE AWARDED ACROSS ACSA'S NETWORK OF 9 (NINE) AIRPORTS BEING:

O R TAMBO INTERNATIONAL AIRPORT (LOCATED IN JOHANNESBURG), CAPE TOWN INTERNATIONAL AIRPORT (CAPE TOWN), KING SHAKA INTERNATIONAL AIRPORT (DURBAN / BALLITO), CHIEF DAWID STUURMAN INTERNATIONAL AIRPORT (GQEBERHA / PORT ELIZABETH), KING PHALO AIRPORT (EAST LONDON), GEORGE AIRPORT (GEORGE), BRAM FISCHER INTERNATIONAL AIRPORT (BLOEMFONTEIN), KIMBERLEY AIRPORT (KIMBERLEY) AND UPINGTON INTERNATIONAL AIRPORT (UPINGTON).

A SUCCESSFUL BIDDER WILL ONLY BE AWARDED A MAXIMUM OF TWO OPPORTUNITIES.

TO AVOID INSTANCES OF CROSS-SHAREHOLDING IN MULTIPLE BIDDING ENTITIES, THE NUMBER OF OPPORTUNITIES AWARDED TO A SUCCESSFUL BIDDER WILL SIMILARLY BE LIMITED IN TERMS OF ITS SHAREHOLDERS TO A MAXIMUM OF TWO OPPORTUNITIES (I.E. THE INDIVIDUAL SHAREHOLDERS WILL BE RESTRICTED TO THE SAME MAXIMUM OF TWO OPPORTUNITIES).

THE BID OPPORTUNITIES WILL EXCLUDE:

ACTIVATIONS AS ACSA WILL MANAGE THESE ACTIVITIES IN-HOUSE. WHERE THE SUCCESSFUL BIDDER SECURES ACTIVATION SITES WITHIN THEIR AWARDED OPPORTUNITIES, THESE WILL ATTRACT AN ADDITIONAL REVENUE PAYABLE TO ACSA.

A PORTION OF ACSA'S ADVERTISING PORTFOLIO HAS BEEN EXCLUDED FROM THIS BID OPPORTUNITY AND WILL BE ALLOCATED IN ACCORDANCE WITH ACSA'S TRANSFORMATION IMPERATIVES THROUGH A SEPARATE PROCESS.

SCOPE - FROM PAGE 30 OF BID DOCUMENT



THANK YOU

BIDDERS TO REFER TO BID DOCUMENT/INFORMATION IN IT'S ENTIRETY WHEN COMPILING THEIR SUBMISSION.

QUESTIONS AND ANSWERS

