

QUESTIONS and ANSWERS – Batch 2

Tender Ref No	COR7972/2025/RFP
Tender Description	ACQUISITION OF ADVERTISING CONCESSIONAIRES FOR A PERIOD OF FIVE (5) YEARS AT ACSA AIRPORTS.

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 RESPONSE
1.	Is it correct to assume then that there will be no document to be purchased from the King Shaka airport?	Correct
2.	Would there be any opportunity to view the sites prior to the scheduled dates?	Some of the sites are in public areas, and if you want to view these on your own – you can do so. Other than that, the site viewing is as per the scheduled dates in the tender document. Part of the site visit captures the passenger's journey which may make for better understanding of the airport environment and bid requirements.
3.	Kindly advise regarding site meeting if we can pay for the permits before the briefing date or it needs to be on the day?	Permit costs to be paid on the day.
4.	PART A, Page 3. Are you the accredited representative in South Africa for the goods/services offered? (Enclose proof). Please specify what proof is required here.	If the bidding entity/company is the agent/representative linked to a foreign entity/company, then proof (example a letter from the foreign entity etc) of same must be provided.
5.	ACSA to please list the portion of sites not included in tender for transformation purposes.	These opportunities include branding on trolleys, security trays, queuing belts, carry-on baggage measurement tools and washrooms. Activation sites are also excluded.
6.	ACSA to detail/explain the separate process for the excluded portfolio please.	This process has yet to be finalized.
7.	Section 1 (Clause 2.1) point 5 refer to "bidders Reference number"? is this the BID Reference number?	It's Clause 1.2 POINT 4 – this should be BID Reference number

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8.	Section 1 (Clause 2.1) point 5 refer to" details of the Supply Chain Management department – please advise what this refer to – Clause 1.2.1 refers to an address?	It's Clause 1.2 POINT 4 – Address reflected under clause 1.2.1 to appear on the front of your bid submission envelope/s or package/s.
9.	Non-compulsory site visits – can ACSA have an earlier slot for these. It is very late in the tender preparation process. Perhaps an early site audit schedule for those wanting to attend earlier? A lot of work can be done on the tender over the holidays, but we require an earlier site walk-about to assist us in this process please.	Sufficient time is provided post the site meeting to prepare the bid document. Some of the advertising opportunities are in public areas (i.e does not require permits) and if a bidder wants to visit the airports to view on their own prior to the official site visits, they can do so.
10.	Clause 1.10.2 – must this include BBEE consultants, Lawyers and accountants?	Information advertised online is there for public consumption.
11.	Can a bidder choose an Opportunity 1 , for instance, for ORTIA only and not Opportunity 1 in Kimberly Airport , for example?	No, all opportunities will be awarded across the airports indicated i.e. a single award for each opportunity.
12.	<p>Page 5 – Bid exclusions - states that a "<i>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</i>". It is important for a bidder to understand</p> <ul style="list-style-type: none"> a. Exactly which sites form part of the portion which has been excluded from the bid opportunity, in list and description form; b. can you clarify if all the sites listed in each of the 5 opportunities are included or, if some of the listed sites will form part of the exclusion portion? 	<ul style="list-style-type: none"> a. Opportunities excluded from this bid are branding on trolleys, security trays, queuing belts, carry-on baggage measurement tools and washrooms. Activation sites are also excluded. b. All sites listed in the bid document are included. Exclusions have been omitted from the bid document and are listed above.
13.	<p>Page 5 – "<i>in accordance with ACSA's transformation imperatives through a separate process</i>" Surely as a Parastatal entity ACSA's transformation imperatives should align with Governmental transformation imperatives and ACSA should not have its own transformation imperatives. This Governmental alignment is a core part of its mandate and legal obligations. <i>Policy Alignment (NDP): ACSA explicitly commits to the transformation imperatives of the National Development Plan (NDP) and the government's Medium Term Strategic Framework (MTSF), which aim to address poverty, inequality, and unemployment. Its transformation agenda is guided by these national priorities.</i> The alignment of its transformation imperatives with the government's, is a foundational principle of its existence as a parastatal. Considering this, excluding a portion of the opportunities for a separate bidding process is contrary to fair bidding process as the transformation imperatives as laid out by the legislature should be covered in this one bid</p>	ACSA has excluded these opportunities in the current main bid. It is confirmed that they will align to legislation when issued.

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14.	<p>The scope of this tender is extremely extensive and has fallen over the extremely busy Festive Season when it is a challenge to engage with suppliers to request capital expenditure quotes. Until such time as bidders have physically seen the various opportunities and have decided which options they are going to be bidding for, it is not possible to request such quotes. Considering this, the site visits are being carried out too late into the process. The site visits should be happening on this side of the year, in order for bidders to better assess the accurate scope of the opportunities. If the site visits are to remain at the end of January 26, then the bid closing date should be pushed out by a month to give bidders adequate time after the site visits, to prepare their bids.</p>	<p>There is more than sufficient time allowed to prepare the bid submissions following the site visits.</p> <p>Also, the site visit dates cannot be revised as they align to the permit process outlined in the tender.</p>
15.	<p>We would like to confirm our site visit on 19 January 2026 for size measurements, as this will assist us with accurate pricing.</p> <p>We would also appreciate the opportunity to supply ORTIA with a digital screen, considering that you will be transitioning from static to digital displays.</p> <p>At the moment, we have 2 X 1M P3 indoor digital screens available for either purchase or rental.</p> <p>Thank you for considering this proposal. We look forward to working with ORTIA.</p>	<p>We look forward to your attendance at the site meeting/s.</p> <p>Please read the bid document and other related information that is uploaded on the e-tender website.</p> <p>Bids must be submitted by the closing date and time indicated in the bid document.</p> <p>Successful bidders will be notified accordingly.</p> <p>No new advertising infrastructure will be procured or installed by ACSA outside of the tender.</p>

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