



**For the Provision of  
Transactional Advisory Services  
to Support the Container  
Corridor Private Sector  
Participation Transaction for an  
estimated period of 12 Months**



**TRANSNET**

**Clarification No:2 - RFP Bidders**

# CONTAINER CORRIDOR PSP

## TRANSACTIONAL ADVISORY SERVICE

### CLARIFICATION NO:2



Clarification No:2





Date Received	Question Mode	Question	Answer
12-Dec-2025	Email	<p>We understand that the successful bidder will be excluded from participating in the Container Corridor PSP process due to the conflict of interest. Is this restricted/limited to only the Container Corridor for which this Scope of Work pertains, or will this have the potential to impact other corridors as well (for e.g. Northern Corridor, Iron Ore Corridor?)</p>	<p>The restriction will be for the Container Corridor PSP Transaction.</p>
12-Dec-2025	Email	<p>The RFP prescribes a template for letters of reference. However, we already have existing client-signed letters of reference in a different format. Will this still be acceptable to use our own format, or are we required to use Transnet's prescribed format? With the festive season on, we would have a challenge getting new reference letters in the format provided.</p>	<p>The Evaluation Criteria sets out the format and contents for the reference letters to be considered valid. Bidders should be urged to comply with the specified criteria</p>



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12-Dec-2025	Email	If we are engaging sub-consultants (e.g. legal houses) to support this, do we need a formal sub-contracting agreement in place prior to submitting, or will a teaming agreement or "intention to subcontract" be sufficient – noting that getting in place formal commercial agreements prior to be awarding work will create unnecessary administrative activities	The intent to subcontract will be acceptable only if both parties signed and mentioned the percentage thereof.
15-Dec-2025	Email	Please let us know if our legal team partners are allowed to subcontract under the Transaction Advisory Team for the submission or what is the preference of Transnet structure wise.	Subcontracting is a condition of the contract so even the JVs or consortiums have to subcontract as well.
15-Dec-2025	Email	Follow-up question regarding the reference letters required for the Transactional Advisory and Legal expertise. The first column indicates that three references with relevant letters are needed for each. Given this, I suspect the mention of 15 references may be a typo. It seems more likely that the requirement is five references, with three fully compliant letters earning 5 points each, for a maximum of 15 points per expertise area. If we were to submit only two letters that meet the requirements, would that result in 10 points? In that case, we would need to secure 65 out of the remaining 70 points to pass the technical evaluation.	<p>The reference to 15 points for each fully compliant letter is a typo. The correct allocation should be 5 points for each fully compliant letter. The addendum no:2 will be issued in this regard.</p> <p>It is correct that should a bidder submit only two fully compliant letters, that will result in 10 points.</p> <p>It is important to note that separate reference letters are required for <b>each</b> of the PSP Transaction Advisory <b>and</b> PSP legal transaction advisory services or Merger and Acquisition categories within the technical criteria and scoring guidelines</p>



Date Received	Question Mode	Question	Answer
15-Dec-2025	Email	<p>I would like to inquire about when we can expect to receive the slides from the briefing session. These will be crucial in helping us understand the requirements better and align our proposal accordingly. Additionally, I would like to revisit the topic of the extension request. The holiday season poses significant challenges for us in obtaining necessary letters signed by South African clients, as many of them are unavailable during this period. This situation places us at a competitive disadvantage, which we aim to avoid for a fair and level playing field. The delay in the briefing session presentation further compounds these challenges, as it holds essential clarifications that we need to proceed effectively.</p>	<p>Please be advised that the presentation and the minutes were loaded on the Transnet portal and National Treasury portal.</p> <p>Addendum No:2 will be issued . The closing date will be extended from <b>16 January 2026</b> to <b>23 January 2026</b>, 16h00.</p> <p>The last day for clarification questions will now be on <b>16 January 2026</b>.</p>



Thank you

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