

Question (Bidders)	Answer (TFR)
<ul style="list-style-type: none"> Question relates to customer sidings that are used: Must it be a customer siding or siding under TFR for lease 	<ul style="list-style-type: none"> A customer siding must be used.
<ul style="list-style-type: none"> He wants clarity on the dates and timelines for submission. The tender closes on 9 February 2023 and is valid until 28 November 2023. When will the testing date be? There may be challenge in providing sample on February due to festive holidays 	<ul style="list-style-type: none"> Sample must be submitted before the close of RFP. 26 Jan 2024 is a validity date if there is a need to extend the validity extension can be granted. Normally an RFP is open for 21 days, TFR has taken into consideration Dec and Jan. however bidders can send an email to request extension to TFR and TFR will consider the request after consulting with relevant stakeholders. Testing will come after closing date and shall be for a period of three months as per RFP, with all the criteria satisfied by 26 Jan 2024.
<ul style="list-style-type: none"> What about if a device is off by 1cm or 2cm, can that device be disqualified? 	<ul style="list-style-type: none"> It can be submitted and evaluated during the evaluation as this is not a session for evaluation. Yes. The dimensions ensure that the devices are within the allowable safety margin of the structure gauge and cannot be compromised.
<ul style="list-style-type: none"> If there are issues that need to be fixed or resolved, will there be an opportunity for a service provider to make those changes? 	<ul style="list-style-type: none"> As long as there is a 3-month uninterrupted test window before 26 January 2024 with no supplier intervention. List is reframed after two years. If you have an opportunity to go back and work on your device, it is still allowed
<ul style="list-style-type: none"> Question relates to RFP on page 31 asking clarity on how we proceed with the documents of non-compulsory of briefing session 	<ul style="list-style-type: none"> Certificate of attendance is required when briefing is compulsory. The briefing is not compulsory, and it will not be used to disadvantage bidders.
<ul style="list-style-type: none"> Can we provide an advance on a device which is IP 68 rated which has the same spec. Clarity on how many devices required 	<ul style="list-style-type: none"> Should the device comply with the CSE standard for water and dust resistance it is accepted. One device is to be submitted together with the RFP documents, and two devices will be used for the in-field demonstration. The first device submitted with the RFP may be used during in-field testing.
<ul style="list-style-type: none"> There is a limit on the number of entities that can be on the framed list or is just anyone who meets the minimum requirements? How will that list will be published? And where will it be available for customers and others in the industry able to see it? 	<ul style="list-style-type: none"> The team has not reached that stage. There is currently no limit to the number of service providers who can be on the framed list. After completion of the list of service providers, supply chain is required by law to publish the list on the National Treasury website. Information on who is awarded, price, who lost and why will be available and published.

	<ul style="list-style-type: none"> • Successful suppliers shall be granted an approval letter with a validity period which they can use to approach customers.
<ul style="list-style-type: none"> • Why testing time is too long? • Total number of devices during actual implementation 	<ul style="list-style-type: none"> • Validity date is 180 working days. Validity date is there until the tender is completely evaluated. • The number of devices in implementation depends upon the agreement between a successful service provider a TFR customer. TFR would then require a copy of the agreement thereafter for the commercial processes to commence.
<ul style="list-style-type: none"> • No pricing included or was it a deliberate to exclude pricing reference to tender as it looks a BOT type of investment where you invest and recover cost. Who pays client and how does TFR recovers the cost? • Why is it so long to look validity why 6 months period, is the 6 months include testing of device • Cross border tracking requirements and how TFR will evaluate bidders • Why is there a maximum of two test devices? 	<ul style="list-style-type: none"> • TFR is not going to buy devices but only test devices on TFR assets. Once the device has passed the tests, the supplier will bill the customer who is going to use your device. TFR will only engage with the supplier and charge the fee to the supplier. • The validity period includes testing and includes enough time for a potential bidder to identify potential customers. • The customer will decide whether they require a cross border solution and those who do shall then select a solution that provides that functionality. Service providers are to indicate if cross border functionality is a feature, so that it may be included in the approval certificate. • Two was chosen as it is sufficient to demonstrate the minimum quality standard requirements as well as to not disadvantage small service providers
<ul style="list-style-type: none"> • If a customer wants to use the technology of service provider on the list, how do they go about using this? What is the process to follow when engaging with Transnet and to ensure that there is agreement between customer and service provider? 	<ul style="list-style-type: none"> • Anyone on the list can be utilised by customer but the supplier must provide TFR with a signed agreement.
<ul style="list-style-type: none"> • How many devices are bidders supposed to submit for test, one on the tender or before is closed and one more and that brings to less than 3 devices 	<ul style="list-style-type: none"> • One device is to be submitted with the RFP and two to be used for the in-field testing. The same submitted device may be used for in-field testing.
<ul style="list-style-type: none"> • Two clarifications regarding validity period. • Do you need to test the device together with the customer? • Can you move to commercial agreement with the customer before the validity period? • Who is going to pay Transnet? • Is it allowed to do testing with the customer or Transnet do testing themselves without a customer? 	<ul style="list-style-type: none"> • To perform in-field testing a service provider needs to get permission from one of TFR's customers. This permission is not same as a commercial agreement which happens at later stage. This permission is only limited to testing stage. • Testing with a customer is encouraged. TFR is only testing for minimum characteristics for safety, standardisation, and environmental compatibility.

<ul style="list-style-type: none"> • Is it possible that even if you have no customer, can you still test? 	<p>The functional requirements shall be defined by the customer.</p> <ul style="list-style-type: none"> • The in-field testing phase must be concluded, and the framed list published before any commercial devices may be fitted. • The device supplier will pay Transnet for each revenue earning device installed on its fleet. • No testing may be conducted without a customer.
<ul style="list-style-type: none"> • May we use customers who use tankers to conduct tests? 	<ul style="list-style-type: none"> • Yes
<ul style="list-style-type: none"> • Is Local Content applicable? 	<p>No</p>
<ul style="list-style-type: none"> • There's no Pricing Schedule in the RFP. Why? 	<p>Evaluations will not consider pricing. Pricing will be discussed between TFR customer and track and trace service provider (you, the respondent)</p>
<ul style="list-style-type: none"> • Request for closing date extension 	<p>Closing date is extended to 9 March 2023. See attached addendum</p>
<ul style="list-style-type: none"> • Minutes of the briefing session? 	<p>Presentation was shared with all attendees, and was also placed online</p>