

QUESTIONS and ANSWERS

| | |
|---------------------------|--|
| Tender Ref No | COR7645/2024/RFP |
| Tender Description | REQUEST FOR PROPOSAL FOR THE ACQUISITION OF VALET PARKING OPERATORS FOR A PERIOD OF THREE (3) YEARS AT AIRPORTS COMPANY SOUTH AFRICA'S, 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.

| NUMBER | BIDDER QUERY/QUESTION | ACSA'S RESPONSE |
|--|---|---|
| Briefing Session Question and Answers | | |
| 1. | Please clarify the 375Sq office space? Is this an indication of the total available space for all 15 successful candidates? | No, the 375sq office space at ORTIA is an <i>optional</i> additional space for any Valet Operator who is interested. In order to quote for this additional space, a valet operator must quote for the kiosk and bay as well. |
| 2. | Please let us know which Kiosk is Which in Cpt - For instance Cape Executive Parking is at this stage in Kiosk number ? | Unfortunately, we are not in position to share this information, but prospective bidder can do that at their own discretion Valet operators operate in a public space where anyone can visit the area. The office/kiosk size information is sufficient for prospective bidder to make bidding decision. |
| 3. | What is the estimated total annual volumes / turnover.? | This is an unknown as it is dependent on promotional activities of valet operators and passenger requirements . |
| 4. | Will exclusivity be considered or does ACSA prefer numerous operators on each site? | Exclusivity will not be considered. ACSA intends to appoint a maximum of operators as follows for each airport: ORTIA – 15 CTIA – 6 KSIA - 4 Refer tender document for more information. |
| 5. | Is the concession period negotiable? | No it is not. The period for this tender is 3 years. |



| NUMBER | BIDDER QUERY/QUESTION | ACSA'S RESPONSE |
|--------|---|--|
| 6. | Could you provide an estimation of total historical utility costs.? | We cannot provide this estimation on utilities; this will vary depending on usage of utilities |
| 7. | Hi,I just want to get clarity on the price ,is it R550 per bay per day or per month,,and also on the total turnover | The R550 is a minimum monthly rental per bay at ORTIA – Engen garage. On turnover, refer to tender document for more information. |
| 8. | Should all the pages of this tender be in the binding document or only the pages that should be captured? | The bidder to return the whole/entire tender document. Bidder can choose to bind or place information in a file etc – take note of the size of each package (size of A4 leverach file) so that it fits in the tender box slot. Please read the bid document for more information. |
| 9. | I noted billboards of current valet operators on-site. Are these negotiated with ACSA? Do you have an indication on the cost? | We have an advertising department that can assist with request for billboards and the cost associated with the size of the space required and location. |
| 10. | In terms of the requirements, can I assume VAT registration is a mandatory requiremnet? | The bidder must comply with SARS . VAT registration is not a mandatory requirement. Refer to the South African Revenue Service (SARS) website to understand if your bidding company/entity requires to be registered for VAT and any other tax related matters. No tender award will be made to any person whose tax matters have not been declared to be in order by SARS. |
| 11. | Is your reliance on turn over based on Financials ? | No, it's based on ACSA Valet parking turnover model. Refer to the tender document for more information. |

| NUMBER | BIDDER QUERY/QUESTION | ACSA'S RESPONSE |
|------------------------------------|--|---|
| 12. | May you reiterate the place where the tender documents are to be submitted | Tenders to be submitted to O R Tambo International Airport (Johannesburg), Tender Box 'A' – can be found en route to the Viewing Deck (3 rd floor, Terminal 'A') refer the tender document for detailed information. |
| 13. | The turnover reference to is that from the proceeds from the Valet Parking only, correct? | The turnover model in this bid document is for valet parking only. |
| E-Mail Question and Answers | | |
| 14. | <p>The Upper Road Kiosk, is that still going to be available for the drop off next to the Terminals?</p> <p>- If so, will all the other 15 participating valet parkers be using the same drop off?</p> | <p>Yes, this is where all 15 successful operators will be operating from for ORTIA.</p> <p>Yes, all Valet parking will use the same location for drop-off at ORTIA.</p> |
| 15. | <p>For the King Shaka Airport</p> <p>- Which Level is available is it the Domestic Departures Upper Road Level or the Multi-Storey Parkade?</p> | Shaded parking will be utilised for valet operation for both kiosk and storage bays and the elevated road will be used for drop-off. |
| 16. | <p>With the MSP 2 Exit (boom gate)</p> <p>- Are the 15 valet operators going to be using the same existing boom gate?</p> | At ORTIA - Yes, if there is a need for the airport to have alternative to allow easy flow of car for effective operations will consider the alternative solutions. |
| 17. | A site like ORTIA has 14 available kiosks. Can I put a bid of different prices on all the 14 kiosks even if I am only interested in one. | <p>There are 15 opportunities at ORTIA. Yes, a bidder can bid for multiple opportunities.</p> <p>The bidders are encouraged to place their bid for more than one kiosk.</p> |

| NUMBER | BIDDER QUERY/QUESTION | ACSA'S RESPONSE |
|--------|----------------------------------|----------------------|
| 18. | How is Preference points Awarded | Refer response below |

Following is an extract from the bid document – page 23

| Specific Goals | Score | Score |
|---|-------|-------|
| | 10 | 20 |
| 51% owned by Black male and Black women and Black youth and People living with disabilities | 10 | 20 |
| 51% owned by Black male or Black women or Black youth or People living with disabilities (at least two of the above designated groups must be achieved) | 8 | 15 |
| 51% owned by Black male or Black women or Black youth or People living with disabilities | 6 | 10 |
| Less than 51% owned by Black male, Black women, Black youth, People living with disabilities | 4 | 5 |
| Other | 0 | 0 |

Preference Points is awarded as follows ::

Example 1:

Where the ownership of the bidding entity is 51% owned by black women who is youth as well.

If the 90/10 preference point system is used – points scored by bidder is 8.

If the 80/20 preference point system is used – points scored by bidder is 15

Example 2:

Where the ownership of the bidding entity is 51% owned by black women who is living with disabilities

If the 90/10 preference point system is used – points scored by bidder is 8.

If the 80/20 preference point system is used – points scored by bidder is 15

Example 3:

Where the ownership of the bidding entity is 51% owned by people living with disabilities

If the 90/10 preference point system is used – points scored by bidder is 6.

If the 80/20 preference point system is used – points scored by bidder is 10

Proof must be provided for the people living with disabilities – this is reflected on the B-BBEE certificate, CSD report etc. ACSA may request for additional information.

End