



## ACSA RESPONSE TO BIDDER'S QUESTIONS FROM THE BRIEFING SESSION AND CLARIFICATION

04 May 2023

	Questions from bidders	ACSA response
1.	Is, the email submission, is this limited to 4mb per email or per attachment?	No, the requirement is 4mb, however bidders are allowed to submit more than 4mb
2.	<p>Please note that the type of RE exams that get completed by the FSP employees depends on the roles they perform at most.</p> <p>Generally, Key Individuals (in this case the Lead Consultant) who are also Representatives are required to have passed both RE1 (for Key individual) and RE5 (for Representatives) regulatory exams.</p> <p>Question 1. The question I have relate to the Project Manager – Please clarify if the Project Manager should have completed RE5 exam + possess a Council for Medical Scheme (CMS) valid certificate (Representative/"Certified Wealth Manager") or completed R1 exam (Key Individual or a Manager and not a Representative/Wealth Manager).</p>	The manager should have completed RE 5 and have CMS certification.

Page 1 of 4

Tel +27 11 723 1400 Fax +27 11 453 9354

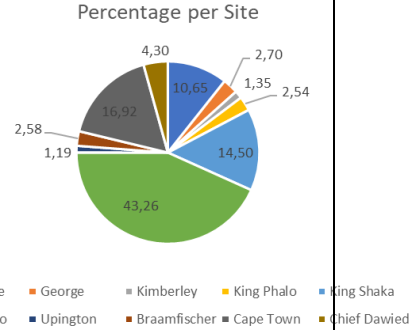
Western Precinct, Aviation Park, O.R. Tambo International Airport, 1 Jones Road, Kempton Park, Gauteng, South Africa, 1632

P O Box 75480, Gardenvue, Gauteng, South Africa, 2047

[www.airports.co.za](http://www.airports.co.za)

Questions from bidders	ACSA response								
<p>The suggestion is that the Project Managers could have either RE5 + CMS registration or RE1 without CMS as they may not be responsible for giving advice.</p> <table border="1" data-bbox="226 643 1328 1098"> <tr> <td colspan="2" data-bbox="226 643 853 703"><b>Project Manager x1</b></td></tr> <tr> <td data-bbox="226 703 853 874">Detailed CV reflecting the proof of registration with the Council of Medical Schemes (CMS). Must have completed 24 months working under supervision, having completed Regulatory Exam Level 5 and 1. Must be certified as wealth Manager.</td><td data-bbox="853 703 1328 874">           Experience:           <ul style="list-style-type: none"> <li>• &lt; 3 years = 0;</li> <li>• 3-4 years =5;</li> <li>• More than 5 years = 10</li> </ul> </td></tr> <tr> <td colspan="2" data-bbox="226 874 853 935"><b>Consultants x5 - Servicing all 10 sites of ACSA</b></td></tr> <tr> <td data-bbox="226 935 853 1098">Five (5) Detailed CV's reflecting the proof of registration with the Council of Medical Schemes (CMS). Must have completed 24 months working under supervision, having completed Regulatory Exam Level 5</td><td data-bbox="853 935 1328 1098">           Experience:           <ul style="list-style-type: none"> <li>• &lt; 2 years = 0;</li> <li>• 2-4 years =5;</li> <li>• More than 4 years = 10</li> </ul> </td></tr> </table> <p>With regards to the scoring for section for the Consultants. It needs to be appreciated that medium size brokers might not have the requisite (5x Consultants) in their books before the RFP, but may be able to capacitate accordingly when required. Also, the scoring on the years of experience for Consultants might not be correct measure. The company may need to score based on the number of</p>	<b>Project Manager x1</b>		Detailed CV reflecting the proof of registration with the Council of Medical Schemes (CMS). Must have completed 24 months working under supervision, having completed Regulatory Exam Level 5 and 1. Must be certified as wealth Manager.	Experience: <ul style="list-style-type: none"> <li>• &lt; 3 years = 0;</li> <li>• 3-4 years =5;</li> <li>• More than 5 years = 10</li> </ul>	<b>Consultants x5 - Servicing all 10 sites of ACSA</b>		Five (5) Detailed CV's reflecting the proof of registration with the Council of Medical Schemes (CMS). Must have completed 24 months working under supervision, having completed Regulatory Exam Level 5	Experience: <ul style="list-style-type: none"> <li>• &lt; 2 years = 0;</li> <li>• 2-4 years =5;</li> <li>• More than 4 years = 10</li> </ul>	<p>The requirement is to have 5 consultants so that all our Airports are serviced.</p>
<b>Project Manager x1</b>									
Detailed CV reflecting the proof of registration with the Council of Medical Schemes (CMS). Must have completed 24 months working under supervision, having completed Regulatory Exam Level 5 and 1. Must be certified as wealth Manager.	Experience: <ul style="list-style-type: none"> <li>• &lt; 3 years = 0;</li> <li>• 3-4 years =5;</li> <li>• More than 5 years = 10</li> </ul>								
<b>Consultants x5 - Servicing all 10 sites of ACSA</b>									
Five (5) Detailed CV's reflecting the proof of registration with the Council of Medical Schemes (CMS). Must have completed 24 months working under supervision, having completed Regulatory Exam Level 5	Experience: <ul style="list-style-type: none"> <li>• &lt; 2 years = 0;</li> <li>• 2-4 years =5;</li> <li>• More than 4 years = 10</li> </ul>								

	Questions from bidders	ACSA response
	Consultants available/capacity to deliver on the project. In essence, if you have 2 resource with CMS + 24 months plus experience, 3x resource etc. – (which could be maxim) you must still be able to score for – the servicing capability. Furthermore, this requirement (5X) might seem a bit prescriptive as it does not consider (show any relations to) the cost of delivery of services versus Income/fees for the Brokerages/	
3	As per the tender briefing questions, please can you clarify whether the Letters of Reference ('LOR') needs to include size of client, i.e. to demonstrate scale? Second question i	The letters need to include size of client to demonstrate scale.
4	Can the billing Specialist be the same as a consultant	Yes, the billing Specialist can be one of the consultants provided they carry both qualifications and expertise, and it does not interfere in the duties
5	Would you look at automatically only appointing 1 broker or you look at the split broker and because we've seen in other areas where they do make 2 broker appointments.	We are looking to appoint one broker only.
6	The size of the clients that I'm giving you is references. Does that matter?	Yes, the size matters. We are looking for a broker with experience of at least 2500 to 3000.

	Questions from bidders	ACSA response
7	So, with the demographics, we will have to send them out to everyone. But basically, the larger portion of those demographics are within Johannesburg, Cape Town and King Shaka. And then there's the other airports have smaller demographics. We will send out the demographics per airport. So, you can know where to position your particular resources.	 <p>Percentage per Site</p> <p>■ Corporate ■ George ■ Kimberley ■ King Phalo ■ King Shaka ■ OR Tambo ■ Upton ■ Braamfischer ■ Cape Town ■ Chief Dawid</p>
8	What are the cut off dates?	The cut off dates are as per medical schemes dates
9	Do you have multiple pay points or 1 central pay point?	We have multiple pay points with one bill. And pensioners bill.
10	We have noted that there are 9 major airports, however the tender brief mentions 10 sites. Please advise the name of the 10th site.	The 10 <sup>th</sup> site is Corporate office based in Johannesburg.
11	Kindly assist with the allocation of: Acceptance of Airports Company South Africa Limited's terms and conditions.	Form 5.6: Acceptance of ACSA Terms and Conditions (page 37)
12	If we were to tender as a JV, would the separate B-BBEE certificates of the entities suffice or is a consolidated B-BBEE certificate of the two entities required?	No, the requirement for any JV is a consolidated B-BBEE certificate.

**NB: KINDLY NOTE THAT THE REVISED TENDER DOCUMENT WILL BE PUBLISHED BY CLOSE OF BUSINESS TOMORROW (FRIDAY 05 MAY 2023)**