

# **SANRAL**

SOUTH AFRICAN NATIONAL ROADS AGENCY SOC LTD



Reg.No.1998/009584/30

**BUILDING SOUTH AFRICA  
THROUGH BETTER ROADS**

**REQUEST FOR PROPOSAL [RFP] No 58700/1990/2026/01**

**SCM REFERENCE NUMBER: NRA 2025/0466**

**TENDER DESCRIPTION: APPOINTMENT OF AN INDEPENDENT ADVISORY  
CONSULTANT TO REVIEW SANRAL ROAD CONCESSIONS  
AND POST-CONCESSION EVALUATION FOR A PERIOD OF 15  
MONTHS**

<b>ISSUE DATE:</b>	<b>24 April 2026</b>
<b>BRIEFING SESSION DATE:</b>	<b>08 May 2026 @ 14H00</b>
<b>CLOSING DATE:</b>	<b>27 May 2026</b>
<b>CLOSING TIME:</b>	<b>12:00 PM</b>

SECTION 1: SBD1 FORM  
PART A  
INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE (NAME OF DEPARTMENT/ PUBLIC ENTITY)						
BID NUMBER:	NRA 2025/0466		CLOSING DATE:	27 May 2026	CLOSING TIME:	12:00
DESCRIPTION	APPOINTMENT OF AN INDEPENDENT ADVISORY CONSULTANT TO REVIEW SANRAL ROAD CONCESSIONS AND POST-CONCESSION EVALUATION FOR A PERIOD OF 15 MONTHS					
BID RESPONSE DOCUMENTS MAY BE DEPOSITED IN THE BID BOX SITUATED AT (STREET ADDRESS)						
BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO			TECHNICAL ENQUIRIES MAY BE DIRECTED TO:			
CONTACT PERSON	Procurement Office		CONTACT PERSON	Procurement Office		
TELEPHONE NUMBER	N/A		TELEPHONE NUMBER	N/A		
FACSIMILE NUMBER	N/A		FACSIMILE NUMBER	NO CHANGE REQUIRED		
E-MAIL ADDRESS	<a href="mailto:ProcurementHO9@SANRAL.co.za">ProcurementHO9@SANRAL.co.za</a>		E-MAIL ADDRESS	<a href="mailto:ProcurementHO9@SANRAL.co.za">ProcurementHO9@SANRAL.co.za</a>		
SUPPLIER INFORMATION						
NAME OF BIDDER						
POSTAL ADDRESS						
STREET ADDRESS						
TELEPHONE NUMBER	CODE		NUMBER			
CELLPHONE NUMBER						
FACSIMILE NUMBER	CODE		NUMBER			
E-MAIL ADDRESS						
VAT REGISTRATION NUMBER						
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		OR	CENTRAL SUPPLIER DATABASE No:	MAAA	
1.1.1.1 ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES ENCLOSE PROOF]		1.1.1.2 ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES, ANSWER THE QUESTIONNAIRE BELOW]		
QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS						
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)? <input type="checkbox"/> YES <input type="checkbox"/> NO						
DOES THE ENTITY HAVE A BRANCH IN THE RSA? <input type="checkbox"/> YES <input type="checkbox"/> NO						
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA? <input type="checkbox"/> YES <input type="checkbox"/> NO						
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA? <input type="checkbox"/> YES <input type="checkbox"/> NO						
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION? <input type="checkbox"/> YES <input type="checkbox"/> NO						
IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 BELOW.						

PART B  
TERMS AND CONDITIONS FOR BIDDING

<b>1. BID SUBMISSION:</b>
1.1. BIDS MUST BE DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.
1.2. <b>ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED (NOT TO BE RE-TYPED) OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.</b>
1.3. THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.
1.4. <b>THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7).</b>
<b>2. TAX COMPLIANCE REQUIREMENTS</b>
2.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
2.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
2.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
2.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
2.6 WHERE NO TCS PIN IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
2.7 NO BIDS WILL BE CONSIDERED FROM PERSONS IN THE SERVICE OF THE STATE, COMPANIES WITH DIRECTORS WHO ARE PERSONS IN THE SERVICE OF THE STATE, OR CLOSE CORPORATIONS WITH MEMBERS PERSONS IN THE SERVICE OF THE STATE."

**NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.**

SIGNATURE OF BIDDER: .....

CAPACITY UNDER WHICH THIS BID IS SIGNED: .....

(Proof of authority must be submitted e.g. company resolution)

DATE: .....

## SECTION 2: NOTICE TO BIDDERS

### 1. INSTRUCTIONS TO BIDDERS

#### 1.1 Submission of bid

The RFP submissions will close at **12h00** on Wednesday, **27<sup>th</sup> May 2026** and all RFP documentation must be sealed in a clearly marked envelope and placed in the tender box.

Bids shall be clearly marked with the RFP reference number and sealed in an envelope when placing in the tender box and addressed to:

**SANRAL: 36 Assegaiiwood Road,  
Rooihuiskraal  
Centurion  
0157.  
GPS Coordinates: 25°55'1.23"S 28° 9'4.75"E**

- 1.1.1** Bidders **must submit one original plus one hard copy and electronic copy (e.g. on USB or memory stick)**. Additional supporting information can be provided in a separate file and cross-referenced in the main submission. The RFP envelope must also contain the Bidder's details on the back of the envelope.
- 1.1.2** No bid may be withdrawn after it has been submitted to SANRAL unless the Bidder so requests in writing and such request is received by SANRAL before the scheduled closing date. All bids received by SANRAL on or before the scheduled closing date and time shall be valid and binding for a period of 90 (ninety) working days calculated from the last scheduled closing date ("validity period"). During the validity period or any extensions to the validity period, bid prices shall remain firm save only for cost variations as are measurable by the permissible contract price adjustments as set out elsewhere in this document.
- 1.1.3** No telegraphic, e-mailed or faxed bids will be accepted.
- 1.1.5** Properly motivated alternatives may be submitted but will only be considered **if a compliant offer has been submitted**. The alternative shall be approached and priced to the same detail as required by this RFP.
- 1.1.6** Bidders will be judged on the basis of the information submitted by the due date as well as additional information as may have been requested by SANRAL. A Bidder will be disqualified for the furnishing of, misleading or incorrect information, which SANRAL may rely upon in the selection of a preferred Bidder.
- 1.1.7** Bidders must ensure that their bids contain all documents as specified in this RFP.

#### 1.2 Clarification

If a Bidder considers that any of the RFP documents are deficient in any respect and require clarification, or if any words or figures are indistinct or ambiguous, or should Bidders have any queries regarding this document they may contact SANRAL by **e-mail only** using the contact information stated in the SBD 1 Form.

**Enquiries will close at 16h00 on Wednesday, 20 May 2026.** SANRAL will not be obliged to respond to any queries received after this date. No unauthorised alteration, addition or note entered by the Bidder in the RFP documents shall modify the issued RFP.

#### 1.3 Formal Briefing

A compulsory briefing session will be conducted Virtually on the **08 May 2026**, at 14H00 for a period of ± 2 hours. The briefing session will start punctually and information will not be repeated for the benefit of Respondents arriving late.

LINK TO THE FORMAL BRIEFING

**Join:** <https://teams.microsoft.com/meet/385108890685388?p=oej670uNsSHJaq9ahv>

Meeting ID: 385 108 890 685 388

Passcode: XV6eu9M8

Late arrivals (15 Minutes late) will not be allowed to participate in the meeting and their submissions shall be declared non-responsive. A tenderer's representative cannot represent more than one tenderer at the tender briefing meeting.

### **1.1 Conflicts of Interest**

Bidders are required to identify and to disclose as soon as possible any conflict of interest or potential conflict of interest to SANRAL. Bidders should contact SANRAL for clarity on whether a conflict of interest actually exists or not. The existence of a conflict of interest, or a failure by a bidder timeously to disclose any such conflict or part conflict of interest, may result in the bidder's bid being disqualified.

### **1.2 Participation in More than One Bid**

No bidder or any member of the bidder's consortium may participate or have an interest (whether direct or indirect) in any other bidder or in any member of any other bidder's consortium for purposes of submitting a bid.

### **1.3 Collusion with others**

Bidders may not negatively engage or collude with any Service Providers, whether local or international, for purposes of submission of bids in response to the RFP. Such action will lead to disqualification with no further evaluation of their bid.

### **1.4 Communication**

Specific queries relating to this RFP before the closing date of the RFP should be submitted to the contact person stated in the SBD 1 Form **5 days before tender closing date**. In the interest of fairness and transparency SANRAL's response to such a query will then be made available to other bidders.

It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of SANRAL in respect of this RFP between the closing date and the date of the award of the business.

Respondents found to be in collusion with one another will be automatically disqualified and restricted from doing business with organs of state for a specified period.

Respondents may also, at any time after the closing date of the RFP, communicate with the name of delegated individual on any matter relating to its RFP response:

All unsuccessful bidders have a right to request SANRAL to furnish individual reasons for their bid not being successful. This requested must be directed to the contact person stated in the SBD 1 form.

### **1.5 Joint Ventures or Consortiums**

Respondents who would wish to respond to this RFP as a Joint Venture [JV] or consortium with B-BBEE entities, must state their intention to do so in their RFP submission. Such Respondents must also submit a signed JV or consortium agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party. If at the time of the bid submission such a JV or consortium agreement has not been concluded, the partners must submit confirmation in writing of their intention to enter into a JV or consortium agreement should they be awarded business by SANRAL through this RFP process. This written confirmation must clearly indicate the percentage [%] split of business and the responsibilities of each party. In such cases, award of business will only take place once a signed copy of a JV or consortium agreement is submitted to SANRAL.

Respondents are to note that for the purpose of Evaluation, a JV will be evaluated based on one consolidated B-BBEE score card (a consolidated B-BBEE Status Level verification certificate) Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table indicated in the specific goals Claim Form.

### **1.6 Subcontracting**

As part of this bid and subsequent contract, the tender requires a minimum of 30% sub-contracting for this bid to local black owned as an objective criterion.

A company that is part of a JV cannot be included as part of the 30% as it is a member of the Contracting Entity

#### **Targeted Enterprise**

It is a requirement of this project that the successful tenderer subcontract a minimum of 30 percent (30%) of the work by the end of the contract to Targeted Enterprise(s)

A Targeted Enterprise is an entity to which the awarded entity sub-contracts a minimum of 30% percentage of the contract value

- (i) EMEs or QSEs which are at least 51% owned by black people.
- (ii) the awarded entity does not have any equity holding in the enterprise, either directly or through a flow through calculation; and
- (iii) is registered in terms of the Company's Act (Act No. 71 of 2008) or Close Corporation Act (Act No. 69 of 1984); and
- (iv) its ownership adheres to the Specific Goals as set in the Specification Data; and
- (v) is registered with National Treasury's Central Supplier Database; and
- (vi) is tax compliant prior to award of a sub-contract; and
- (vii) is COIDA compliant prior to award of the sub-contract where applicable.

### **1.7 Legal Compliance**

The successful Respondent shall be in full and complete compliance with any and all applicable national and local laws and regulations.

### **1.8 Disclaimers**

Respondents are hereby advised that SANRAL is not committed to any course of action as a result of its issuance of this RFP and/or its receipt of a Quotation in response to it. Please note that SANRAL reserves the right to:

- modify the RFP's goods / service(s) and request Respondents to re-bid on any changes;
- reject any Quotation which does not conform to instructions and specifications which are detailed herein;
- disqualify Quotations submitted after the stated submission deadline;
- not necessarily accept the lowest priced Quotation or an alternative bid;
- place an order in connection with this Quotation at any time after the RFP's closing date;
- award only a portion of the proposed goods / services which are reflected in the scope of this RFP;
- split the award of the order/s between more than one Supplier/Service Provider should it at SANRAL's discretion be more advantageous in terms of, amongst others, cost or developmental considerations;
- cancel the quotation process;
- validate any information submitted by Respondents in response to this bid. This would include, but is not limited to, requesting the Respondents to provide supporting evidence. By submitting a bid, Respondents hereby irrevocably grant the necessary consent to SANRAL to do so;
- request audited financial statements or other documentation for the purposes of a due diligence exercise;
- not accept any changes or purported changes by the Respondent to the bid rates after the closing date and/or after the award of the business, unless the contract specifically provides for it;
- to cancel the contract and/request that National Treasury place the Respondent on its Database of Restricted Suppliers for a period not exceeding 10 years, on the basis that a contract was awarded on

the strength of incorrect information furnished by the Respondent or on any other basis recognised in law;

- award the business to the next ranked bidder, provided that he/she is still prepared to provide the required Goods/Services at the quoted price, should the preferred bidder fail to sign or commence with the contract within a reasonable period after being requested to do so. Under such circumstances, the validity of the bids of the next ranked bidder(s) will be deemed to remain valid, irrespective of whether the next ranked bidder(s) were notified of their bid being unsuccessful. Bidders may therefore be requested to advise whether they would still be prepared to provide the required Goods/Services at their quoted price.
- Should a bidder fail to respond to a request for extension of the validity period before it expires, that bidder will be excluded from tender process.
- ***If there are any queries during the Bid process and any other period after the Bid closure, Bidders are advised to forward the queries to the email address indicated in SBD1 form. If no responses are received, Bidders are requested to send the follow up email to [scmcomplaints@SANRAL.co.za](mailto:scmcomplaints@SANRAL.co.za).***

### 1.9 Security clearance

Acceptance of this bid could be subject to the condition that the Successful Respondent, its personnel providing the goods and its subcontractor(s) must obtain security clearance from the appropriate authorities to the level of CONFIDENTIAL/ SECRET/TOP SECRET. Obtaining the required clearance is the responsibility of the Successful Respondent. Acceptance of the bid is also subject to the condition that the Successful Respondent will implement all such security measures as the safe performance of the contract may require.

### 1.10 Johannesburg Stock Exchange Debt Listing Requirements

SANRAL may also be required to disclose information relating to the subsequent contract i.e. the name of the company, goods/services provided by the company, the value and duration of the contract, etc. in compliance with the Johannesburg Stock Exchange (JSE) Debt Listing Requirements.

### 1.11 National Treasury's Central Supplier Database

Respondents are required to self-register on National Treasury's Central Supplier Database (CSD) which has been established to centrally administer supplier information for all organs of state and facilitate the verification of certain key supplier information. SANRAL is required to ensure that price quotations are invited and accepted from prospective bidders listed on the CSD. Business may not be awarded to a respondent who has failed to register on the CSD. Only foreign suppliers with no local registered entity need not register on the CSD. The CSD can be accessed at <https://secure.csd.gov.za/>.

**For this purpose, the attached SBD 1 Form must be completed and submitted as a mandatory returnable document by the closing date and time of the bid.**

### 1.12 Tax Compliance

Respondents must be compliant when submitting a proposal to SANRAL and remain compliant for the entire contract term with all applicable tax legislation, including but not limited to the Income Tax Act, 1962 (Act No. 58 of 1962) and Value Added Tax Act, 1991 (Act No. 89 of 1991).

It is a condition of this bid that the tax matters of the successful Respondents be in order, or that satisfactory arrangements have been made with South African Revenue Service (SARS) to meet the Respondents tax obligations.

The Tax Compliance status requirements are also applicable to foreign Respondents/ individuals who wish to submit bids.

Where Consortia / Joint Ventures / Sub-contractors are involved, each party must be registered on the Central Supplier Database and their tax compliance status will be verified through the Central Supplier Database.

**SANRAL urges its clients, suppliers and the general public to report any fraud or corruption to**

**TIP-OFFS ANONYMOUS:**

**0800 204 558**



### SECTION 3

## BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENTS

### 1. BACKGROUND

Toll roads under SANRAL's toll portfolio comprises approximately 13% of SANRAL's national road network and 4.7%, approximately 1288km are concessioned. In terms of the SANRAL Act (7 of 1998), SANRAL must fund the toll portfolio through toll revenue. During 1995/96 the then SA Roads Board's National Treasury approved a borrowing limit of R6.0 billion. This was insufficient to develop three key corridors, which resulted in the awarding of three concessions between 1998 and 2001 following protracted tender processes. The three concessions comprise:

### 2. CURRENT CONCESSIONS

#### 2.1 N4 toll route (Trans African Concessions – TRAC)

The governments of South Africa and Mozambique entered into a 30-year build-operate-transfer concession with TRAC in December 1997. TRAC's obligations include the design, build/rehabilitate, finance, maintain, operate, and transfer of the 630 km road from Pretoria to Maputo. The concession period ends in December 2027, and TRAC has started preparing for the hand-back to SANRAL. Note that the future N4 toll road from Pretoria to Komatipoort will only comprise the South African portion of the route.

#### 2.2 N3 Toll Concession (N3TC)

N3TC entered a 30-year concession contract to finance, upgrade and operate ~415 km of the N3 freeway from Heidelberg (Gauteng) to Cedara (KwaZulu-Natal). An original key objective of this contract was the construction of the De Beers Pass, an improved alternative to Van Reenen's Pass. For various reasons, this critical section of the busiest freight route serving Southern Africa was not constructed. This contract ends in November 2029.

#### 2.3 Bakwena Platinum Corridor Concession (BPCC)

Bakwena signed a 30-year concession in 2001 to upgrade, operate and maintain sections of the N1 and N4 corridors. This contract ends in August 2031.

### 3. STATE TOLL ROADS

In addition to the three concessions, SANRAL operates ten (10) toll routes, with an additional route, the N2 Wild Coast toll road under construction, and a toll plaza at Beit Bridge is currently undergoing the Intent-To-Toll process. These are an integral part of the SANRAL toll portfolio and must be considered in this work.

### 4. NEED FOR POST-CONCESSION PLANNING

As concessions near expiry, SANRAL must decide on a future strategy for its toll portfolio, combining the state toll roads and the currently concessioned toll roads. With respect to the concessions, there are options including, take over the toll roads as state toll roads, extend the current contracts, or re-tender the concessions. Alternatively develop alternative public-private partnership (PPP) models for the concessioned roads. PPP guidelines emphasise that long-term, performance-based contracts can be an effective method for mobilising private sector capital and expertise. Government support (e.g., guarantees) can reduce risk and make projects more financeable. A review of financial performance of the current concession contracts combined with the performance of the SANRAL state toll roads, to develop alternative funding scenarios for the future operations, maintenance and expansion of the tolled routes, will assist SANRAL in selecting options that maximise infrastructure delivery, align with government's policies for infrastructure development, maximise economic returns, while mobilising private capital to ensure financial viability of the SANRAL toll portfolio.

## 5. OBJECTIVES OF THE PROJECT

The objectives of this work are as follows:

- **Toll road performance review:** To gain a thorough understanding of the operations and performance of the existing concessioned and state toll roads.
- **Financial assessment:** To develop the tools to evaluate alternative funding models for the toll portfolio.
- **Economic assessment:** To develop economic evaluation methods to evaluate the socio-economic impact of the various options
- **Options analysis:** To provide an evidence-based assessment of contractual and funding options upon which the future of the concession contracts can be based.

## 6. SCOPE OF WORKS

To achieve the above objectives the following scope of works is provided as minimum requirements for the study.

### 6.1 Project initiation:

#### 6.1.1 Kick-off meeting:

Meet with SANRAL project officials to confirm objectives, methodology, time-lines, deliverables and key stakeholders. Prepare an inception report detailing the methodology, work plan, including milestones with data requirements and identified risks.

#### 6.1.2 Document review:

Collect and review concession agreements, schedules and amendments, annual financial statements, technical reports, traffic data, maintenance and rehabilitation records, environmental and social impact assessments, and relevant legislation and frameworks (e.g. PFMA, SANRAL Act, National Treasury PPP guidelines, NDP Priorities, the Economic Regulation of Transport Act, 2024).

#### 6.1.3 Stakeholder mapping:

Identify and engage with key stakeholders, including SANRAL executives, concession companies, lenders, National Treasury, Department of Transport, provincial authorities, road-user groups, labour unions, affected communities and regulators (National Ports Authority for cross-border sections). Undertake interviews and site visits to understand operational realities.

### 6.2 Toll Road Performance Review

Evaluate the performance of each concession against contractual obligations and SANRAL toll roads against South African standards as well as all toll roads against broader policy objectives. The assessment should include at least:

#### 6.2.1 Infrastructure condition:

Analyse pavement and bridge condition, interchange safety, and any maintenance backlogs, as well as the capacity life (Level of Service) of the road and key intersections. Compare with the minimum service levels in concession agreements and with the condition of comparable SANRAL-managed roads.

#### 6.2.2 Capital works

Review whether the required rehabilitation and expansion projects were delivered on schedule and budget. Identify remaining obligations (e.g., capacity improvements, pavement strengthening, bridge inspections) before hand-back.

### 6.2.3 Maintenance practices

Evaluate routine and periodic maintenance activities, asset management systems and compliance with performance specifications.

### 6.2.4 Operations and tolling

Assess toll collection systems, electronic tolling adoption, user satisfaction and technology upgrades. SANRAL reports that most roads are non-tolled (87 % non-tolled vs 13 % tolled); examine whether tolling operations have minimised congestion and delivered customer service. (Alternative routes impact)

### 6.2.5 Financial performance

Analyse historical financial information from the concessionaires, including revenue from tolls, ancillary income, operating costs, capital expenditure, financing structure (debt/equity), returns to investors and debt service coverage ratios. Identify the extent of government support (grants, guarantees, tax concessions) and quantify contingent liabilities.

### 6.2.6 Tariff setting

Examine tariff-setting mechanisms and compliance with CPI or real-term adjustment rules. Review the affordability of the current toll tariffs and their impact on the road users.

### 6.2.7 Economic impacts

Estimate economic benefits such as travel time savings, vehicle operating cost reductions, accident reduction, trade facilitation (e.g., N4 corridor connecting Gauteng, Mpumalanga and Maputo) and broader economic development. Include distributional impacts on freight operators, commuters, local businesses and cross-border trade.

### 6.2.8 Transformation and empowerment outcomes

Review job creation, subcontracting to SMMEs, participation of women and youth, people with disabilities, military veterans in the construction works and community development initiatives in toll road construction projects undertaken by the concessions and SANRAL toll roads. Evaluate compliance with contractual requirements and SANRAL's transformation policy (e.g., minimum 30 % of project spend reserved for local enterprises).

### 6.2.9 Environmental and social performance

Adherence to environmental management plans, mitigation of noise and air pollution, and community engagement. Highlight concessionaires' environmental initiatives and support to communities.

### 6.2.10 Contractual compliance and risk management:

Assess whether concessionaires have complied with legal and contractual obligations (design standards, maintenance standards, reporting, financial covenants, transformation goals). Identify any disputes, claims, penalties or unresolved issues (e.g., legacy e-tag use impact from the controversy on GFIP). Evaluate risk allocation between SANRAL and concessionaires including, but not limited to, traffic and revenue risk, currency risk, political/regulatory risk, force majeure, and termination provisions and how these have been assessed and mitigated in the current contracts.

### 6.2.11 Hand-Back Provisions

Examine the adequacy of hand-back provisions, including asset condition requirements of the road, road furniture, toll plazas and toll plaza equipment and systems at hand-back, and ascertain the replacement value of assets, and mechanisms for independent inspection.

### 6.2.12 Social and Community Interaction

Review issues related to social/labour demands that have arisen during the concession period that have had an impact on the toll road operations and/or revenue. due to the unaffordability of toll tariffs by local communities, and public transport owners, e.g. taxi and their impact on legal and contractual obligations of owners (e.g. the demands made by labour at the Swartruggens Toll Plaza in 2012).

#### 6.2.13 Institutional Capacity

Review the extent of the institutional capacity within SANRAL, Department of Transport and National Treasury in terms of the availability of skills, skills transfer, succession planning etc, in all fields including project management which is required to provide effective oversight and management of toll road contracts.

### 6.3 Traffic Engineering

Traffic engineering is used to derive the future revenue streams on toll roads. Traffic forecasts must be prepared for each section of road and passing through each toll plaza. Forecasts should be based on historical trends, competing routes, toll tariff elasticity, and economic externalities, and undertaken per tolled vehicle class. Forecasts are to be prepared for a period of 30 years.

Existing data in this regard will be provided to the successful bidder.

The traffic forecasts must demonstrate the elasticity to toll and should be used as the basis for the road engineering work, i.e. the timing of road and toll plaza expansions and the pavement loading to optimise the pavement life cycle costs. The outcome of the toll elasticity assessment must be included in the social impact assessment and alternative toll pricing scenarios.

The traffic forecasts through the toll plazas will be used to calculate the toll revenue streams that will be used as input into the financial models.

### 6.4 Road Engineering

Using the technical review of the existing toll roads, determine a high level engineering matrix of future requirements, derive a future cost stream for input into the financial and economic modelling. Cost streams must be divided into the following:

#### 6.4.1 Road and bridge costs

Capex costs include:

- Pavement strengthening (rehabilitation) comprises works that aim to restore or improve the structural integrity of pavements at the end of their structural life, that has no foreseeable quality of service problems (i.e. traffic congestion) in the medium to long term.
- Road Improvements comprises works that aim to improve the quality of service on roads with adequate remaining pavement structural life, but with an unacceptable quality of service (level of congestion).
- New facilities – works that create new pavements including new alignments of sections and/or the construction of a second carriageway.

Opex costs include:

- Routine Ad-hoc maintenance comprising works that need to be undertaken on an ad-hoc basis to address extensive road reserve maintenance backlogs or extensive minor pavement related repairs that cannot be performed under the routine operations contracts.
- Routine Operations comprising works that need to be undertaken on an annual basis to ensure effective operation of the road facility.
- Periodic Maintenance comprising works that are scheduled to be undertaken at intervals of several years.
- Special Maintenance comprising works whose frequencies cannot be estimated with certainty in advance and is normally emergency driven.

#### 6.4.2 Toll Costs

Capex costs include:

- Construction of new toll plazas, complete with control building
- Construction of additional toll lanes

- Asset refresh – periodic replacement of systems equipment

Opex costs include:

- Plaza operations
- Maintenance of plaza lanes, roadways, signage and buildings

#### 6.4.3 Administrative costs

Administrative costs are the annual costs for back-office operations.

### 6.5 Financial and Economic Modelling

Decisions relating to the future of concessions and the funding thereof will be based on, amongst other elements, the quantitative comparison of the financial and economic returns derived from the funding and contractual alternatives that are to be developed and evaluated. It is expected that financial and economic models be developed to a suitable degree of accuracy to enable the derivation of standard financial metrics. For the financial assessment these would include NPV, IRR, DSCR, LLCR etc., and the economic models the ENPV, EIRR etc.

#### 6.5.1 Financial Modelling

Using the data collated during the financial performance review to build a financial model that can evaluate each concession and the SANRAL toll portfolio separately, and as a combined portfolio. The model must incorporate historical revenues, costs, cash flows, debt amortisation, equity returns and government support. Where necessary, infer missing data using available input data information

Using the model, develop financial projection models for a 30-year horizon that simulate cash flows under various scenarios.

Key inputs include the future revenue streams and cost streams that will be provided from the traffic and road engineering works defined above. Financing assumptions must include debt structuring, interest rates, inflation and exchange rates, etc.. The model must allow scenario development and testing and sensitivity analysis.

#### 6.5.2 Economic Modelling

Apply the National Treasury's Infrastructure Planning and Appraisal Guideline methodology to evaluate the net economic value of each option. Estimate economic benefits (travel time savings, reduced vehicle operating costs, safety improvements, environmental externalities) and compare them with economic costs (capital, maintenance, user charges). Assess distributional impacts and fiscal affordability. Include road user affordability and the potential social impact of any changes to the toll strategies and levels.

#### 6.5.3 Validation and handover

Submit the financial and economic models for SANRAL's review and incorporate feedback. Prepare a user manual and conduct training workshops for SANRAL staff to run the models and update inputs.

### 6.6 Legal and Contractual Recommendations

The service provider must review the concession contract documents and the CTROM (Contract for Toll Road Operations and Maintenance) contracts from a legal and contractual perspective and provide commentary on the completeness and/or identify areas that could be improved upon, particularly with respect to compliance with current legislative frameworks and policies. Further commentary must be provided on risk exposure for the contracted party and whether there is sufficient oversight on both the concession and state toll roads.

Based on financial feasibility, various options (see below) will be identified as possible way forward for the concession routes. Recommendations must be provided on dealing with risk and providing an amicable approach to achieving a contractually successful project in the future.

## 6.7 Options identification and evaluation

The various models must be used, and working with SANRAL, define feasible post-concession options. At minimum, analyse:

### 6.7.1 Option A – Public operation:

Concession reverts to SANRAL, which operates and maintains the road either through direct labour or outsourced maintenance contracts. Determine funding requirements, sources (tolls or government budget) and impact on SANRAL's balance sheet.

### 6.7.2 Option B – New concession procurement:

Launch a new competitive PPP procurement (build–operate–transfer, design–build–finance–operate or availability–payment model). Define proposed contract terms (duration, performance standards, capital works commitments, risk allocation, transformation targets). Determine whether the new concession should include additional upgrades (e.g., capacity expansion) or bundling with other corridors.

### 6.7.3 Option C – Hybrid model:

Consider alternatives such as operations and maintenance contracts (with toll revenue retained by SANRAL), management contracts, corporatisation or partial privatisation. Examine potential for private equity investment, bond financing or infrastructure funds. Evaluate whether government guarantees or minimum revenue schemes are required to mobilise private capital.

### 6.7.4 Evaluation criteria:

For each option, assess:

- Infrastructure delivery: Does the option ensure the timely completion of required upgrades and maintenance? Are service-level targets met? Is there flexibility for future expansions or technological upgrades?
- Mobilisation of private capital: Estimate private investment that can be leveraged and the extent of government support required. PPP models are effective in mobilising private capital and expertise; however, risk allocation and guarantees must be carefully structured to avoid excessive contingent liabilities.
- Financial viability and fiscal impact: Evaluate net present value (NPV), internal rate of return (IRR), debt service coverage, impact on SANRAL's balance sheet and affordability of tolls. Consider options for user-charge versus availability payment.
- Economic value and social impact: Compare economic cost–benefit ratios; evaluate user benefits and affordability; assess transformation and empowerment outcomes and environmental/social impacts.
- Risk allocation and bankability: Analyse whether risks (traffic demand, construction, operations, regulatory) are allocated to the party best able to manage them. Evaluate the need for guarantees or contingent support.

### 6.7.5 Counterfactual Analysis:

In addition to the multi-criterial decision to rank options, the options considered must consider that the options analysis should include:

- An assessment of SANRAL's demonstrable capacity to operate the concession at the comparable service level.
- A multi-criteria decision analysis for the institutional and operational readiness of SANRAL, which will be needed to match the financial and operational performance of TRAC, N3TC, and Bakwena.
- Considerations for infrastructure expansion triggers for SANRAL should revert these toll roads back to SANRAL, how and who could monitor and trigger these expansion criteria within the current concessions. It should consider that the concession conditions that triggered activities such as road expansion and bridge construction, for example, should be included as part of the assessment. As

SANRAL be the judge and jury on such triggers, it could be a conflict of interest. An international comparison of how such conflicts have been dealt with.

#### 6.7.6 Option ranking and recommendation:

Use a multi-criteria decision analysis to rank options. Present the recommended option with justification and clearly outline required policy actions (e.g., amendment of legislation, engagement with National Treasury, how well each option transfers all identified operations and financial risks). Provide fallback options if the preferred scenario is not feasible.

Consider future implementation of the Economic Regulation of Transport Act, 2024 and its impact on, for example, price regulation (e.g. toll tariffs), as all future toll tariff adjustments would need to comply with this Act.

### 6.8 Mentorship

As part of this assignment, an allowance must be made for the inclusion of SANRAL staff, who are to be exposed and can work on various elements of the works, including the traffic and road engineering, and the financial and economic modelling. The cost and equipment costs of these staff members will be borne by SANRAL but an allowance must be made for the mentorship and training of these staff members. The mentorship must include a work programme with learning outcomes and should be completed with the submission of a brief report indicating if these outcomes were achieved.

### 6.9 Priority Work

While the above scope of works should be performed in a methodical manner, there is an urgent need to provide results and options for the N4 Maputo Corridor, due to the end date for this contract being in December 2027, SANRAL will need sufficient lead time to implement recommendations, even if there is a temporary (short-term) arrangement while the preferred solution is being implemented.

## 7. DELIVERABLES

The deliverables, as listed below are linked to pay items in the pricing schedule. The timelines are indicative, but the overall term of the appointment is expected to be fifteen (15) months.

<b>Deliverable</b>	<b>Description</b>	<b>Timeline (indicative)</b>
<b>Inception report &amp; work plan</b>	Methodology, data requirements, stakeholder engagement plan, refined scope and timeline.	Within 2 weeks of contract commencement
<b>Performance assessment report</b>	Detailed analysis of concession agreements, infrastructure condition, financial and socio-economic performance, risk allocation and compliance. Identify outstanding obligations and hand-back requirements.	~4 months
<b>Financial &amp; economic models</b>	Excel-based models replicating historical performance and forecasting under multiple scenarios; user manual and training.	~3 months
<b>N4 TRAC Provisional report</b>	Recommendations for the future contractual composition of the N4 toll road between Pretoria and the Mozambique border	~3 months
<b>Options analysis report</b>	Comparative evaluation of post-concession options (public operation, new concession, extension, hybrid models), including risk analysis, mobilisation of private capital and recommendations.	~3 months

Deliverable	Description	Timeline (indicative)
<b>Final report &amp; presentation</b>	Consolidated report covering performance review, modelling results, recommended option, implementation roadmap and procurement strategy. Presentation to SANRAL board and stakeholders.	~4 months

### Mentorship

## 8. REQUIRED EXPERTISE

This is a specialised assignment and will require the following as a minimum. Tenderers are advised to review the scoring criteria for the evaluation of submissions when proposing personnel and completing proposals and CVs. One individual can cover more than one field of expertise provided they have the required experience. The clear evidence demonstrating the following requirements should be in submissions:

- **Lead transaction advisor:** Senior registered professional with at least 15 years' experience in development and finance structuring of infrastructure projects through Public Private Partnerships, including, preferably related to transport infrastructure projects such as toll roads.
- **Traffic Engineer:** Specialist in traffic forecasting, particularly at a strategic level and where cost sensitivities/elasticities have been evaluated. Must have experience in economic evaluations for scheme prioritisation and value engineering in optimising the cost streams for infrastructure provision. The traffic engineer must have at least 10 years of experience in this specialised field.
- **Transport economist:** The transport economist must be familiar with the South African transport sector and National Treasury appraisal guidelines and the use of outputs from transport models/evaluations as well as social externalities in the development of economic assessment models. This would need to include the use of HDM4. The transport economist must have at least 10 years of experience in evaluating transport projects.
- **Civil/road engineer:** Must be capable of assessing road condition, maintenance standards, design requirements and asset-management systems. Must be able to use the current road conditions and the traffic inputs to produce financially and economically optimised interventions for the future of the road and toll plazas in terms of capex and opex works. Must have experience in using the interventions to produce the cost streams that are used in the financial models. The civil/road engineer must have at least 15 years of experience in road design and costing.
- **Financial modeller/analyst:** Must be experienced in developing complex project finance models, including scenario analysis and simulation. Proficient in Excel/VBA or other modelling software.
- **Legal advisor:** Must have experience in dealing with concession/PPP agreements, South African public procurement law, PFMA and PPP Manual. Ability to review contractual obligations and advise on renegotiation or re-tender strategies.
- **Environmental & social specialist:** Experienced in environmental impact assessment, social safeguard standards, community engagement and occupational health & safety.
- **Transformation & procurement specialist:** Knowledge of BBBEE requirements, SANRAL transformation policy, targeted enterprise participation and supplier development. Capable of developing procurement strategies aligning with empowerment objectives.

NOTE: This assignment requires experienced and specialist practitioners. Besides the Project Lead, who requires project management experience, a team that has experience in doing the work is important.



### 8.1 Notes for bidders

Proposals should include:

- Company profile(s) of the bidding company(ies) demonstrating their involvement in projects of a similar nature and provide contactable client references.
- A methodology statement clearly and concisely demonstrating an understanding of each element of the scope of works and approach to knowledge transfer/skills development.
- A detailed work plan showing each work element and timelines, clearly indicating the deliverables and their milestones.
- CVs of key team members, that clearly demonstrate previous experience on similar or comparable assignments in their field of expertise.
- A description of the modelling software that will be used.
- Bidders must identify any potential conflicts of interest and confirm independence from current concessionaires or lenders.
- SANRAL may require shortlisted bidders to make presentations and/or provide model demonstrations.
- Bidders should be prepared to sign confidentiality agreements and comply with SANRAL's code of conduct.

## SECTION 4

### CRITERIA AND RETURNABLE DOCUMENTS

#### 4.1 STEP ONE: Test for Responsiveness

The test for administrative mandatory responsiveness will include the following:

<b>Administrative mandatory responsiveness check</b>	
• Bid received before closing date and Time	
• Bidder has completed SECTION 1: SBD1 Form	
• Bidder has submitted a Priced Offer	
• Bidder has attended Compulsory Briefing Session	
• Lead transaction advisor, Traffic Engineer, Financial advisor, Civil Engineer and Legal must be professionally registered with the relevant statutory body (Attach proof)	

***The test for administrative responsiveness [Step One] must be passed for a Respondent's Proposal to progress to Step Two***

#### 4.2 STEP TWO: Minimum Threshold 70 points for Technical Criteria

Points allocated for functionality shall be evaluated in accordance with the criteria as listed below. Tenderer must score an overall minimum threshold of **70 points** out of 100 to be eligible for further evaluation, provided that the Lead transaction advisor scores a minimum 12 of 20 points.

Evaluation Criteria	Maximum Points
<b>Methodology – To be attached under Form B1</b>	
<p>Adequacy of the proposal:</p> <ul style="list-style-type: none"> <li>No methodology submitted = <b>[0]</b></li> <li>Clear and concise methodology covering all aspects of the Scope of Works including process flow. <b>[10]</b></li> <li>Clear programme showing the process flow with interdependencies of tasks and indicating milestone that include all the deliverables = <b>[+5]</b></li> <li>Indication of key personnel responsible for each element of work = <b>[+5]</b></li> </ul>	<b>20</b>
<b>Company Experience – To be completed under Form B2</b>	
<p><b>Relevant Company Project Experience</b> Tenderer shall submit list of infrastructure projects relevant to this tender scope of work which have been successfully completed within the last 15 years.</p> <ul style="list-style-type: none"> <li>Zero infrastructure projects = <b>[0]</b></li> <li>1 infrastructure project = <b>[2]</b></li> <li>2 infrastructure projects = <b>[5]</b></li> <li>3 or more infrastructure projects = <b>[10]</b></li> </ul>	<b>10</b>
<b>Key Resources Experience - To be completed under Form B3.1 – B3.</b>	
<p>Tenderer shall submit list of relevant infrastructure PPP Project(s) to this tender scope of work which have been successfully completed within the last 15 years.</p> <p><b>Lead transaction advisor Relevant Project Experience</b></p> <ul style="list-style-type: none"> <li>One PPP project = <b>[5]</b></li> <li>One infrastructure projects and one other PPP project = <b>[10]</b></li> <li>Two or more infrastructure projects, one being a PPP project = <b>[15]</b></li> <li>Three or more PPP project, one or more being a toll road and one or more being another infrastructure project = <b>[10]</b></li> </ul>	<b>20</b>  (Minimum of 12 points is required, failing to obtain the minimum equals 0)
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum NQF 8 BSc Civil = <b>[+1]</b>, or (ii)NQF9 or higher degree = <b>[+2]</b></p>	
<p>Tenderer shall submit list of transport infrastructure projects relevant to this tender scope of work which have been successfully completed within the last 10 years.</p> <p><b>Traffic Engineer Relevant Project Experience</b></p> <ul style="list-style-type: none"> <li>No strategic transport planning/modelling projects = <b>[0]</b></li> <li>Three strategic transport planning / modelling developing roads master plans at a metro or provincial or national level = <b>[3]</b></li> <li>Three strategic transport planning/modelling at a metropolitan municipality or provincial or national level plus one of: <ul style="list-style-type: none"> <li>Traffic modelling and forecasting on one toll road <b>[+2]</b>, or</li> <li>Traffic modelling and revenue forecasting on two toll road <b>[+3]</b>, or</li> <li>Traffic modelling and revenue forecasting on more than two toll road <b>[+5]</b></li> </ul> </li> </ul>	<b>10</b>
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum NQF 7 qualification in Transportation or Traffic Engineering or related field = <b>[+1]</b> (ii)NQF 8 or higher degree in Transportation or Traffic Engineering or related field = <b>[+2]</b></p>	

<p>Tenderer shall submit list of infrastructure project(s) have been successfully completed within the last 10 years.</p> <p><b>Transport economist Relevant Project Experience</b></p> <p>Tenderer shall submit list of projects relevant to this tender scope of work which have been successfully completed within the last 10 years.</p> <ul style="list-style-type: none"> <li>• No infrastructure project conducted = <b>[0]</b></li> <li>• One infrastructure project conducted = <b>[1]</b></li> <li>• Two (2) to three (3) infrastructure projects conducted = <b>[2]</b></li> <li>• More than three (3) infrastructure projects conducted = <b>[3]</b></li> </ul>	<b>5</b>
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum Transport Economics or related qualification with NQF 7 = <b>[+1]</b>  (ii)NQF 8 in Transport Economics or higher degree = <b>[+2]</b></p>	
<p>Tenderer shall submit list of projects relevant to this tender scope of work which have been successfully completed within the last 10 years. Projects must include geometric design, pavement design, drainage and preparation of bills of quantities.</p> <p><b>Civil/road engineer Relevant Project Experience</b></p> <ul style="list-style-type: none"> <li>• No similar project conducted = <b>[0]</b></li> <li>• One similar project conducted = <b>[4]</b></li> <li>• Two (2) to three (3) similar projects conducted = <b>[6]</b></li> <li>• More than three (3) similar projects conducted = <b>[8]</b></li> </ul>	<b>10</b>
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum NQF 8 in B-Eng or BSc in Civil Engineering or Road Engineering = <b>[+1]</b>  (ii)NQF 9 or higher degree = <b>[+2]</b></p>	
<p>Tenderer shall submit list of infrastructure projects relevant to this tender scope of work which have been successfully completed within the last 10 years.</p> <p><b>Financial modeller/analyst Relevant Project Experience</b></p> <ul style="list-style-type: none"> <li>• No infrastructure project conducted = <b>[0]</b></li> <li>• One infrastructure project conducted = <b>[4]</b></li> <li>• Two (2) to three (3) infrastructure projects conducted = <b>[6]</b></li> <li>• More than three (3) infrastructure projects conducted = <b>[8]</b></li> </ul>	<b>10</b>
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum NQF 7 degree in Finance or equivalent = <b>[+1]</b>  (ii)NQF8 Honours Degree or equivalent or higher degree = <b>[+2]</b></p>	
<p>Tenderer shall submit list of infrastructure projects relevant to this tender scope of work which have been successfully completed within the last 10 years.</p> <p><b>Legal advisor Relevant Project Experience</b></p> <ul style="list-style-type: none"> <li>• No similar infrastructure conducted = 0</li> <li>• One similar infrastructure conducted = 1</li> <li>• Two (2) to three (3) infrastructure projects conducted = 2</li> <li>• More than three (3) infrastructure projects conducted = 3</li> </ul>	<b>5</b>
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum NQF 8 LLB or equivalent = + <b>[1]</b>  (ii)NQF9 or higher degree = + <b>[2]</b></p>	

<p>Tenderer shall submit list of infrastructure projects relevant to this tender scope of work which have been successfully completed within the last 10 years.</p> <p><b>Environmental &amp; social specialist Relevant Project Experience</b></p> <ul style="list-style-type: none"><li>• No infrastructure project conducted = <b>[0]</b></li><li>• One infrastructure project conducted = <b>[1]</b></li><li>• Two (2) to three (3) infrastructure projects conducted = <b>[2]</b></li><li>• More than three (3) infrastructure projects conducted = <b>[3]</b></li></ul>	<b>5</b>
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum NQF7 bachelor's degree in environmental science, Environmental Management, or related field = <b>[+1]</b></p> <p>(ii)NQF8 or higher degree = <b>[+2]</b></p>	
<p>Tenderer shall submit list of infrastructure projects relevant to this tender scope of work which have been successfully completed within the last 10 years.</p> <p><b>Transformation &amp; procurement specialist</b></p> <ul style="list-style-type: none"><li>• No project conducted = <b>[0]</b></li><li>• One infrastructure project conducted = <b>[1]</b></li><li>• Two (2) to three (3) infrastructure projects conducted = <b>[2]</b></li><li>• More than three (3) infrastructure projects conducted = <b>[3]</b></li></ul>	<b>5</b>
<p><b>Tenderer shall submit certified proof of qualification</b></p> <p>(i)Minimum NQF 6 in related field = <b>[+1]</b></p> <p>(ii)NQF 7 or higher degree = <b>[+2]</b></p>	
<b>Total</b>	<b>100</b>

***The minimum threshold for technical/functionality [Step TWO] must be met or exceeded for a Respondent's Proposal to progress to Step THREE for final evaluation***

### 4.3 STEP THREE: Evaluation and Final Weighted Scoring

#### a) Price and Specific Goal

SANRAL will utilise the following formula in its evaluation of Price:

This is the final stage of the evaluation process and will be based on the PPPFA preference point system. Bidders will be ranked by applying the preferential point scoring 80/20 or 90/10 for bids with the rand value below or above R50 million. Either the 90/10 or 80/20 preference point system will be applicable in this tender. The lowest acceptable tender will be used to determine the accurate system once tenders are received. A maximum of 80/90 points is allocated for price based on the following formulae:

$$PS = 80 \left( 1 - \frac{Pt - Pmin}{Pmin} \right) \quad \text{or} \quad PS = 90 \left( 1 - \frac{Pt - Pmin}{Pmin} \right)$$

Where:

$Ps$  = Score for the Bid under consideration

$Pt$  = Price of Bid under consideration

$Pmin$  = Price of lowest acceptable Bid

Specific goals	Criteria	10 points		20 points	
		Point allocation	Maximum points	Point allocation	Maximum points
B-BBEE Level	Level 1	10.00	10.00	20.00	20.00
	Level 2	9.00		18.00	
	Level 3	6.00		14.00	
	Level 4	5.00		12.00	
	Level 5	4.00		8.00	
	Level 6	3.00		6.00	
	Level 7	2.00		4.00	
	Level 8	1.00		2.00	
	Non-compliant contributor	0.00		0.00	

b) **Specific Goals**

- Specific goals preference points claim form
- Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table indicated in the specific goals Claim Form.

**4.4 STEP FOUR: Post Tender Negotiations (if applicable)**

- Respondents are to note that SANRAL may not award a contract if the price offered is not market-related. In this regard, SANRAL reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Negotiations will be done in a sequential manner i.e.:
  - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
  - negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.
- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should SANRAL conduct post tender negotiations, Respondents will be requested to provide their best and final offers to SANRAL based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).

**4.5 STEP FIVE: Award of business and conclusion of contract**

- Immediately after approval to award the contract has been received, the successful or preferred bidder(s) will be informed of the acceptance of his/their Quotation by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent(s).
- Otherwise, a final contract will be concluded and entered into with the successful Bidder at the acceptance of a letter of award by the Respondent.

Respondents are to note that, on award of business, SANRAL is required to publish the tendered prices of the successful and unsuccessful Respondents *inter alia* on the National Treasury e-Tender Publication Portal, ([www.etenders.gov.za](http://www.etenders.gov.za)), as required per National Treasury Instruction Note 01 of 2015/2016. **[This is not applicable if RFP was not advertised on National Treasury e-Tender Publication Portal]**

Respondents declaring a commercial relationship with a DPIIP or FPPO are to note that SANRAL is required to annually publish on its website a list of all business contracts entered into with DPIIP or FPPO. This list will include successful Respondents, if applicable.

## **SECTION 4**

### **PRICING SCHEDULE**

**Notes to Pricing:**

4.5.1 Refer to the Pricing Schedule – Annexure A

4.5.2 Respondents are to note that SANRAL will round off final pricing scores to the nearest 2 (two) decimal places.

4.5.3 All Prices must be quoted in South African Rand, inclusive of VAT

4.5.4 Any disbursement not specifically priced for will not be considered/accepted by SANRAL.

4.5.5 To facilitate like-for-like comparison bidders must submit pricing strictly in accordance with this price schedule and not utilise a different format. Deviation from this pricing schedule could result in a bid being disqualified.



**SECTION 5****RETURNABLE DOCUMENTS****List of Returnable Documents**

The tenderer must complete the following returnable documents:

<b>FORM</b>	<b>LIST OF RETURNABLE DOCUMENTS</b>	<b>STATUS</b>
<b>INVITATION TO BID</b>	<b>SBD 1 FORM</b>	
FORM A2:	CERTIFICATE OF AUTHORITY FOR SIGNATORY	
FORM A3:	CERTIFICATE OF AUTHORITY FOR JOINT VENTURES (WHERE APPLICABLE)	
FORM A4:	DECLARATION OF TENDERER'S CURRENT STATUS OF ANY DEBT OUTSTANDING TO SANRAL	
FORM A5:	DECLARATION FORM - MANAGEMENT OF DOMESTIC PROMINENT INFLUENTIAL PERSONS, FOREIGN PROMINENT PUBLIC OFFICIALS AND FOREIGN INFLUENTIAL NATIONALS	
FORM A6	CERTIFICATE OF FRONTING PRACTICES	
FORM A7	REGISTRATION ON NATIONAL TREASURY CENTRAL SUPPLIER DATABASE	
FORM A8:	DECLARATION OF TENDERER'S LITIGATION HISTORY	
FORM A9:	CERTIFICATE OF TAX COMPLIANCE STATUS	
FORM A10:	SCHEDULE OF DEVIATIONS OR QUALIFICATIONS BY TENDERER	
FORM A11 (SBD4):	BIDDER'S DISCLOSURE	
FORM A12 (SBD6.1):	PREFERENCING SCHEDULE - TENDERER'S B-BBEE VERIFICATION	
FORM A13:	POPIA	
FORM A14:	CERTIFICATE OF PERMISSION TO CONDUCT DUE DILIGENCE INVESTIGATION	
FORM A15:	DECLARATION OF TENDERER'S PAST SUPPLY CHAIN MANAGEMENT PRACTICES	
FORM A16:	REGISTRATION WITH CIDB	
FORM A17:	CERTIFICATE OF SINGLE TENDER SUBMISSION	
FORM A18:	SPECIFIC GOALS POINTS CLAIM FORM	
FORM A19 (SBD6.2):	DECLARATION CERTIFICATE FOR LOCAL PRODUCTION AND CONTENT FOR DESIGNATED SECTORS (NOT APPLICABLE)	
FORM A20:	LOCAL CONTENT DECLARATION: SUMMARY SCHEDULE (ANNEXURE C) (NOT APPLICABLE)	
FORM B1:	METHODOLOGY	
FORM B2:	SCHEDULE OF WORK EXPERIENCE	
FORM B3.1 – B3.8:	KEY PERSONNEL EXPERIENCE	

**CONTINUED VALIDITY OF RETURNABLE DOCUMENTS**

The successful Respondent will be required to ensure the validity of all returnable documents, including but not limited to its valid proof of B-BBEE status, for the duration of any contract emanating from this RFP. Should the Respondent be awarded the contract [**the Agreement**] and fail to present SANRAL with such renewals as and when they become due, SANRAL shall be entitled, in addition to any other rights and remedies that it may have in terms of the eventual Agreement, to terminate such Agreement immediately without any liability and without prejudice to any claims which SANRAL may have for damages against the Respondent.

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM A2: CERTIFICATE OF AUTHORITY FOR SIGNATORY

Notes to tenderer:

- 1. The signatory for the tenderer shall confirm his/her authority thereto by attaching on the tendering company's letterhead a duly signed and dated copy of the relevant resolution of the board of directors/partners. Submit a copy of the resolution on printed and bound hard copy and flash drive.
- 2. In the event that the tenderer is a joint venture, a certificate is required from each member of the joint venture clearly setting out:
  - authority for signatory,
  - undertaking to formally enter into a joint venture contract should an award be made to the joint venture,
- 3. The resolution below is given as an example of an acceptable format for authorisation, but submission of this page with the example completed shall not be accepted as authorisation of the tenderer's signatory.
- 4. In the event that authorisation is for more than one project, then all projects shall be listed in the copy of the resolution of the Board of Directors/Partners.

By resolution of the board of directors/partners passed at a meeting held on.....

Mr/Ms \_\_\_\_\_ whose signature appears below, has been duly authorised to sign all documents in connection with the tender for contract no. **SANRAL NRA 2024/1297- THE PERIODIC MAINTENANCE (RESURFACING) ON NATIONAL ROUTE N12 SECTION 5 FROM THREE SISTERS (km 0.08) TO VICTORIA WEST (km 60.80)**

.....  
.....

and any contract which may arise therefrom on behalf of (enter name of tenderer in block capitals) .....

.....  
SIGNED ON BEHALF OF THE COMPANY: .....

.....  
IN HIS/HER CAPACITY AS: .....

DATE: .....

SIGNATURE OF SIGNATORY: .....

WITNESSES: .....  
SIGNATURE SIGNATURE

.....  
NAME (print) NAME (print)

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM A3: JOINT VENTURE AGREEMENT

Bidder Name	Contact Detail (Name, Cellphone, Email)	Share % in the JV
Lead Bidder:		
Total		100

**Tenderer:**  
In the event of a Joint Venture, attach to this form a signed and properly completed Joint Venture Agreement  
Lead Bidder shall have Majority share certificate.

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

**FORM A4: DECLARATION OF TENDERER’S CURRENT STATUS OF ANY DEBT OUTSTANDING TO SANRAL**

**Notes to tenderer:**

- 1. The signatory for the tenderer (as per Form A2) shall complete and sign this form declaring the current status of (any) debt outstanding to SANRAL.**
- 2. In the event that the tenderer is a Joint Venture, a declaration is required from each member of the Joint Venture.**

I, the undersigned, ..... declare that:

- (i) the tenderer or any of its Directors/Members do not have any debt outstanding to SANRAL, other than what is listed below:

.....  
.....  
.....  
.....

- (ii) the tenderer and/or any of its Directors/Members freely, voluntarily and without undue duress unconditionally authorises SANRAL to set off any debts agreed to which is due and payable by the tenderer or any of its Directors/Members in terms of this declaration against any moneys due to the tenderer or any of its Directors/Members.

- (iii) to the best of my knowledge the above information is true and accurate.

Signed and sworn before me at ..... on the ..... day of ..... 20.....

.....  
SIGNATURE

**The deponent having:**

- 1. Acknowledged that he/she knows and understands the contents hereof;
- 2. Confirmed that he/she has not objection to the taking of the prescribed oath;
- 3. That he/she considered the prescribed oath as binding upon his/her conscience; and
- 4. The Regulations contained in the Government Gazette Notice R1258 of July 1972 and R 1648 of August 1977 having been complied with.

.....  
COMMISSIONER OF OATHS

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

## **FORM A5: Domestic Prominent Influential Persons (DPIP) OR Foreign Prominent Public Officials (FPPO)**

Notes to Tenderer:

1. In line with a policy on the management of Prominent Influential Persons (PIP's), the purpose of this declaration form is to ensure maintenance and monitoring of the business relationships with prominent, influential stakeholders who have domestic and/or foreign influence as far as the procurement under the management of the Employer is concerned. This is done to mitigate the Employer's perceived association, reputational, operational or legal risk, as it strives to foster and maintain fair and transparent business relations. (This policy is available on the Employer's website: [www.nra.co.za](http://www.nra.co.za))
2. It is compulsory that all prospective and existing tenderers conducting business with the Employer, who potentially meet the definition of DPIP's, FPPO's or FIN's, complete this form by supplying credible information as required and submit together with their tender document.
3. Tenderers are required at the tender stage to declare any DPIP's, FPPO's or FIN's involved in their tenders, as part of their submission.
4. Further, that tenderers shall at the tender stage furnish the Employer of all information relating to namely, shareholders names, identity numbers and share certificates of the individual and/or transaction concerned using the form below, for verification purposes, including where applicable, confirmation as it relates to:
  - i. Knowledge of any offence within the meaning of Chapter 2, Section 12 and 13 of Prevention and Combating of Corrupt Practices Act No 4 of 2006; and/or
  - ii. Knowledge of any offence within the meaning of Chapter 3 of Prevention of Organised Crime Act No 121 of 1998 as it relates to any of the shareholders, directors, owners and/or individual link to the tenderer.
5. Tenderers undertake that should it be discovered that the information provided in the table below is fraudulently or negligently misrepresented, then Chapter 9, Section 214 and 216 of Companies Act No 17 of 2008 shall apply to shareholders, directors, owners and/or individual link to the tenderer.
6. Should the tenderer fail to declare or supply the Employer with credible information in the prescribed form, the tender may be rendered invalid.
7. Should the Employer, in the process of conducting verification and investigation of information supplied by the tenderer find out that the information poses a reputational risk, the tender shall be rendered invalid.
8. The following definitions shall apply:
  - i. "Board" means the Board of Directors or the Accounting Authority of the Employer.
  - ii. "Business relationship" means the connection formed between the Employer and external stakeholders for commercial purposes.
  - iii. "DD" means Due Diligence.
  - iv. "Domestic Prominent Influential Person" means an individual who holds an influential position, including in an acting position for a period exceeding 6 (six) months, or has held at any time in the preceding 12 (twelve) months, in the Republic, as defined in the Financial Intelligence Centre Amendment Act No 1 of 2017.
  - v. "DPIP" means a Domestic Prominent Influential Person.
  - vi. "Family members and known close associates" means immediate family members and known close associates of a person in a foreign or domestic prominent position, as the case may be, as defined in the Financial Intelligence Centre Amendment Act No 1 of 2017.
  - vii. "Foreign Influential National" means an individual who is not a South African citizen or does not have a permanent residence permit issued in terms of the Immigration Act No 13 of 2002, who possesses personal power that induces another person to give consideration or to act on any basis other than the merits of the matter.
  - viii. "Foreign Prominent Public Official" means (as defined in the Financial Intelligence Centre Amendment Act No 1 of 2017) an individual who holds or has held at any time in the preceding 12 (twelve) months, in any foreign country a prominent public function.
  - ix. "FPPO" means a Foreign Prominent Public Official.
  - x. "Improper influence" means personal power that induces another person to give consideration or to act on any basis other than the merits of the matter.
  - xi. "The Employer" means the South African National Roads Agency SOC Limited (SANRAL) with registration number 1998/009584/30.
  - xii. "Senior Management" means the Executive Committee or its individual members.
9. A separate declaration is required from each DPIP, FPPO and FIN. In the event that the tenderer is a Joint Venture (JV), a separate declaration from each DPIP, FPPO and Fin from each of the

Joint Venture (JV) members, is required.

### Prominent Influential Persons (PIP's) Reporting Form

IDENTIFICATION PARTICULARS				
Primary Particulars	First Name	Surname	Middle Name	ID/Passport Number
Country Details	Country of Origin	Citizenship	Current Country of Residence	
CURRENT STATUS AND BACKGROUND				
Current Occupation	Occupational Title		Status	
			Active	Non-active
Is the potential/business partner (mark with an "X" whichever is applicable):				
a DPIP	a FPPO	a FIN	Family member or Close Associate of a DPIP/FPPO/FIN?	
KNOWN BUSINESS INTERESTS				
No	Name of Entity	Role in Entity	Status	
1			Active	Non-active
2				
3				
4				
5				

<b>MEDIA REPORTS / OTHER SOURCES OF INFORMATION</b>
(Please reference all known negative or damaging media reports associated with the DPIP/FPPO/FIN)

Reporting Person/s:

Full names:		
Designation:		
Department:		
Head of Department:		
Head of Department's signature:	Date:	
Reporting Person's signature:	Date:	

**DECLARATION / UNDERTAKING BY THE TENDERER**

I, the undersigned, .....  
declare that:

- i. the information furnished on this declaration form is true and correct.
- ii. I accept that, any action may be taken against me should this declaration prove to be false.

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....



## FORM A6: CERTIFICATE OF FRONTING PRACTICES

### Fronting Practices

**Window-dressing:** This includes cases in which black people are appointed or introduced to an enterprise on the basis of tokenism and may be:

- Discouraged or inhibited from substantially participating in the core activities of an enterprise; and
- Discouraged or inhibited from substantially participating in the stated areas and/or levels of their participation.

**Benefit Diversion:** This includes initiatives implemented where the economic benefits received as a result of the B-BBEE Status of an enterprise do not flow to black people in the ratio as specified in the relevant legal documentation.

**Opportunistic Intermediaries:** This includes enterprises that have concluded agreements with other enterprises with a view to leveraging the opportunistic intermediary's favourable B-BBEE status in circumstances where the agreement involves:

- Significant limitations or restrictions upon the identity of the opportunistic intermediary's suppliers, Service Providers, clients or customers;
- The maintenance of their business operations in a context reasonably considered improbable having regard to resources; and
- Terms and conditions that are not negotiated at arms-length on a fair and reasonable basis.

### Responsibility to Report Fronting

In order to effectively deal with the scourge of Fronting, verification agencies, and/or procurement officers and relevant decision makers are encouraged to obtain a signed declaration from the clients or entities that they verify or provide business opportunities to, which states that the client or entity understands and accepts that the verification agency, procurement officer or relevant decision maker may report Fronting practices to **the dti**. Intentional misrepresentation by measured entities may constitute fraudulent practices, public officials and verification agencies are to report such cases to **the dti**.

### Fronting Indicators

• The black people identified by an enterprise as its shareholders, executives or management are unaware or uncertain of their role within an enterprise;
• The black people identified by an enterprise as its shareholders, executives or management have roles of responsibility that differ significantly from those of their non-black peers;
• The black people who serve in executive or management positions in an enterprise are paid significantly lower than the market norm, unless all executives or management of an enterprise are paid at a similar level;
• There is no significant indication of active participation by black people identified as top management at strategic decision making level;
• An enterprise only conducts peripheral functions and does not perform the core functions reasonably expected of other, similar, enterprises;
• An enterprise relies on a third-party to conduct most core functions normally conducted by enterprises similar to it;
• An enterprise cannot operate independently without a third-party, because of contractual obligations or the lack of technical or operational competence;
• The enterprise displays evidence of circumvention or attempted circumvention;

•	An enterprise buys goods or services at a significantly different rate than the market from a related person or shareholder;
•	An enterprise obtains loans, not linked to the good faith share purchases or enterprise development initiatives, from a related person at an excessive rate; and
•	An enterprise shares all premises and infrastructure with a related person, or with a shareholder with no B-BBEE status or a third-party operating in the same industry where the cost of such premises and infrastructure is disproportionate to market-related costs.

DECLARATION

I, the undersigned, .....

in submitting the accompanying tender on behalf of the tenderer do hereby make the following statements that I certify to be true and complete in every respect:

- 1. I have read and understand the contents of this certificate.
- 2. I accept that the Employer may report fronting practices to the Department of Trade and Industry and the B-BBEE Commissioner.
- 3. I accept that intentional misrepresentation by measured entities may constitute fraudulent practices that shall be reported to the Department of Trade and Industry and the B-BBEE Commissioner.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM A7: REGISTRATION ON NATIONAL TREASURY CENTRAL SUPPLIER DATABASE**

The tenderer shall provide a copy supplier registration from the National Treasury Central Supplier Database ([www.treasury.gov.za](http://www.treasury.gov.za)). Tenderers who are not registered on the Central Supplier Database at tender closure will be declared non-responsive. In the case of a Joint Venture a printed copy supplier registration from must be provided for each member of the Joint Venture.

Name of Service Provider: .....

Central Supplier Database Supplier Number: .....

Supplier Commodity: .....

Delivery Location: .....

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM A8: DECLARATION OF TENDERER'S LITIGATION HISTORY

**Note to tenderer:**

The tenderer shall list below details of any litigation with which the tenderer (including its directors, shareholders or other senior members in previous companies) has been involved with any organ of state or state department within the last ten years. The details must include the year, the litigating parties, the subject matter of the dispute, the value of any award or estimated award if the litigation is current and in whose favour the award, if any, was made.

CLIENT	OTHER LITIGATING PARTY	DISPUTE	AWARD VALUE	DATE RESOLVED

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM A9: CERTIFICATES OF TAX COMPLIANCE**

The Tenderer shall complete the declaration below.

I, ..... (name)  
the undersigned in my capacity as ..... (position)  
on behalf of ..... (name of company)  
herewith grant consent that SARS may disclose to the South African National Roads Agency SOC  
Limited (SANRAL) our tax compliance status.

For this purpose our unique security personal identification number (PIN) is .....

In the event of a joint venture each member shall comply with the above requirements.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM A10: SCHEDULE OF DEVIATIONS OR QUALIFICATIONS BY TENDERER**

PAGE	DESCRIPTION

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM A11: BIDDER'S DISCLOSURE SBD4****Notes to tenderer:**

- i. Definitions:
- a) "State" means:
- any National or Provincial Department, National or Provincial Public Entity or Constitutional Institution within the meaning of the Public Finance Management Act, 1999 (Act No 1 of 1999);
  - any Municipality of Municipal Entity;
  - Provincial Legislature;
  - National Assembly or the National Council of Provinces; or
  - Parliament.
- b) "Shareholder" means a person who owns shares in the company and is actively involved in the management of the enterprise or business and exercises control over the enterprise.
- ii. In the case of a joint venture (JV), a separate declaration form is to be completed and submitted by each JV member.
- iii. If the Form is omitted or blank; or if the tenderer found to have failed to declare conflict or declare false information, The tender will be declared non-responsive and should it be discovered after the award of a contract, contract maybe terminated and tenderer will be ultimately restricted from doing business with the State.

**1. PURPOSE OF THE FORM**

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

**2. Bidder's declaration**

- a. Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest<sup>1</sup> in the enterprise, employed by the state?

YES/NO

- 2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

---

<sup>1</sup> the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.


2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? YES/NO

2.2.1 If so, furnish particulars:  
.....  
.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract? YES/NO

If so, furnish particulars:  
.....  
.....

DECLARATION

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

- 3.1 I have read and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium<sup>2</sup> will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.4 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.5 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

<sup>2</sup> Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.



I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.  
I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE BE FALSE.

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer: .....

**FORM A12:TENDERER’S B-BBEE VERIFICATION CERTIFICATE (INCORPORATING SBD 6.1)**

**Notes to Tenderer:**

1. A tenderers’ scorecard shall be a B-BBEE Verification Certificate issued in accordance with:
- The Amended Generic Codes of Good Practice issued in terms of government gazette No. 42496, issued on 31 May 2019.
  - i) The scorecard shall be submitted as a certificate attached to Returnable Schedule Form A14; and
  - ii) The certificate shall:
    - Be valid at the closing date;
    - Have been issued by a verification agency accredited by the South African National Accreditation System (SANAS);
    - Be in the form of a sworn affidavit (accompanied by an audited financial statement or Management Account on the latest financial year) or a certificate issued by the Companies and Intellectual Property Commission in the case of an Exempted Micro Enterprise (EME); and
    - Have a date of issue less than 12 (twelve) months prior to the tender closing date (see Tender Data 4.15); and
  - iii) A valid BBBEE Certificates shall contain:
    - Name of enterprise as per enterprise registration documents issued by CIPC, and enterprise business address.
    - Value-Added Tax number, where applicable.
    - The B-BBEE Scorecard against which the certificate is issued, indicating all elements and scores achieved for each element. The actual score achieved must be linked to the total points as per the relevant Codes.
    - B-BBEE status with corresponding procurement recognition level.
    - The relevant Codes used to issue the B-BBEE verification certificate.
    - Have a date of issue and expiry (e.g. 9 June 2018 to 8 June 2019). Where a measured entity was subjected to a re-verification process, due to material change, the B-BBEE Verification Certificate must reflect the initial date of issue, date of re-issue and the initial date of expiry. Re-verification does not extend the lifespan of the B-BBEE Verification Certificate.
    - Financial period which was used to issue the B-BBEE Verification Certificate
  - iv) A valid Sworn Affidavit must contain the following:
    - Name/s of deponent as they appear in the identity document and the identity number.
    - Designation of the deponent as either the director, owner or member must be indicated in order to know that person is duly authorised to depose of an affidavit.
    - Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
    - Percentage black ownership, black female ownership and whether they fall within a designated group.
    - Indicate total revenue for the year under review and whether it is based on audited financial statements or management accounts.
    - Financial year-end (must be in the format dd/mm/yyyy) as per the enterprise’s registration documents, which was used to determine the total revenue.
    - B-BBEE status level. An enterprise can only have one status level.
    - Date deponent signed and date of Commissioner of Oath must be the same.
    - Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.
  - v) In an event of an un-incorporated Joint Venture (JV), a valid project specific (must contain SANRAL project name and number) consolidated B-BBEE Verification Certificate in the name of the JV shall be submitted.

A notated affidavit is given below. this indicates critical information that is required., as well as formats and conventions that must be adhered to.  
Please use appropriate affidavit linked to your Sector code; where applicable.

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

**FORM 13: PROTECTION OF PERSONAL INFORMATION**

1. The following terms shall bear the same meaning as contemplated in Section 1 of the Protection of Person information act, No.4 of 2013.(“POPIA”):  
  
consent; data subject; electronic communication; information officer; operator; person; personal information; processing; record; Regulator; responsible party; special information; as well as any terms derived from these terms.
2. SANRAL will process all information by the Respondent in terms of the requirements contemplated in Section 4(1) of the POPIA:  
  
Accountability; Processing limitation; Purpose specification; Further processing limitation; Information quality; Openness; Security safeguards and Data subject participation.
3. The Parties acknowledge and agree that, in relation to personal information that will be processed pursuant to this RFP, the Responsible party is “SANRAL” and the Data subject is the “Respondent”. SANRAL will process personal information only with the knowledge and authorisation of the Respondent and will treat personal information which comes to its knowledge as confidential and will not disclose it, unless so required by law or subject to the exceptions contained in the POPIA.
4. SANRAL reserves all the rights afforded to it by the POPIA in the processing of any of its information as contained in this RFP and the Respondent is required to comply with all prescripts as detailed in the POPIA relating to all information concerning SANRAL.
5. In responding to this bid, SANRAL acknowledges that it will obtain and have access to personal information of the Respondent. SANRAL agrees that it shall only process the information disclosed by Respondent in their response to this bid for the purpose of evaluating and subsequent award of business and in accordance with any applicable law.
6. SANRAL further agrees that in submitting any information or documentation requested in this RFP, the Respondent is consenting to the further processing of their personal information for the purpose of, but not limited to, risk assessment, assurances, contract award, contract management, auditing, legal opinions/litigations, investigations (if applicable), document storage for the legislatively required period, destruction, de-identification and publishing of personal information by SANRAL and/or its authorised appointed third parties.
7. Furthermore, SANRAL will not otherwise modify, amend or alter any personal data submitted by the Respondent or disclose or permit the disclosure of any personal data to any third party without the prior written consent from the Respondent. Similarly, SANRAL requires the Respondent to process any personal information disclosed by SANRAL in the bidding process in the same manner.
8. SANRAL shall, at all times, ensure compliance with any applicable laws put in place and maintain sufficient measures, policies and systems to manage and secure against all forms of risks to any information that may be shared or accessed pursuant to this RFP (physically, through a computer or any other form of electronic communication).
9. SANRAL shall notify the Respondent in writing of any unauthorised access to information, cybercrimes or suspected cybercrimes, in its knowledge and report such crimes or suspected crimes

to the relevant authorities in accordance with applicable laws, after becoming aware of such crimes or suspected crime. The Respondent must take all necessary remedial steps to mitigate the extent of the loss or compromise of personal information and to restore the integrity of the affected personal information as quickly as is possible.

10. The Respondent may, in writing, request SANRAL to confirm and/or make available any personal information in its possession in relation to the Respondent and if such personal information has been accessed by third parties and the identity thereof in terms of the POPIA. The Respondent may further request that SANRAL correct (excluding critical/mandatory or evaluation information), delete, destroy, withdraw consent or object to the processing of any personal information relating to the Respondent in SANRAL’s possession in terms of the provision of the POPIA and utilizing Form 2 of the POPIA Regulations.
11. In submitting any information or documentation requested in this RFP, the Respondent is hereby consenting to the processing of their personal information for the purpose of this RFP and further confirming that they are aware of their rights in terms of Section 5 of POPIA

Respondents are required to provide consent below:

YES		NO	
-----	--	----	--

12. Further, the Respondent declares that they have obtained all consents pertaining to other data subject’s personal information included in its submission and thereby indemnifying SANRAL against any civil or criminal action, administrative fines or other penalty or loss that may arise as a result of the processing of any personal information that the Respondent submitted.
13. The Respondent declares that the personal information submitted for the purpose of this RFP is complete, accurate, not misleading, is up to date and may be updated where applicable.

Signature of Respondent’s authorised representative: \_\_\_\_\_

Should a Respondent have any complaints or objections to processing of its personal information, by SANRAL, the Respondent can submit a complaint to the Information Regulator on <https://www.justice.gov.za/inforeg/>, click on contact us, click on complaints.IR@justice.gov.za

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

**FORM A14: CERTIFICATE OF PERMISSION TO CONDUCT DUE DILIGENCE INVESTIGATION**

Notes to tenderer

- 1. The tenderer shall complete the declaration below.
- 2. In the event of a Joint Venture (JV), each member of the JV shall comply with the above requirements.

I, (name), the undersigned in my capacity as (position), on behalf of (name of company), herewith grant consent that SANRAL or any of their appointed Service Providers may conduct a due diligence investigation on (name of company) to evaluate our ability to perform the contract as stipulated in the Standard Conditions of Tender, Clause C.3.13(b).

In addition, any information in this regard requested by SANRAL or any of their appointed Service Providers, shall be submitted within the timelines of the request.

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

## FORM A15: DECLARATION OF TENDERER'S PAST SUPPLY CHAIN MANAGEMENT PRACTICES

### Notes to tenderer:

1. **This declaration:**
  - a. **must form part of all tenders submitted.**
  - b. **in the case of a joint venture (JV), must be completed and submitted by each member of the JV**
2. **This form serves as a declaration to be used by institutions in ensuring that when goods and services are being procured, all reasonable steps are taken to combat the abuse and/or misused the State's procurement of the supply chain management system.**
3. **The tender of any tenderer may be disregarded if that tenderer or any of its directors have –**
  - a. **abused and/or misused the State's procurement and/or supply chain management system;**
  - b. **committed fraud, corruption, or any other improper conduct in relation to such State system; and/or**
  - c. **has been charged with fraud, corruption or any other improper conduct whether of a criminal or civil nature during the course and scope of rendering services to the state or any other party and/or entity; or**
  - d. **failed to perform on any previous contract [with the State].**
4. **In order to give effect to the above, the following questionnaire must be completed and submitted with this tender.**

4.1	Is the tenderer or any of its directors listed on the National Treasury's Database of Restricted Suppliers as companies or persons prohibited from doing business with the public sector? <b>Companies or persons who are listed on this Database were informed in writing of this restriction by the Accounting Officer/ Authority of the institution that imposed the restriction after the <i>audi alteram partem</i> rule was applied.</b> The Database of Restricted Suppliers now resides on the National Treasury website ( <a href="http://www.treasury.gov.za">www.treasury.gov.za</a> ) and can be accessed by clicking on its link at the bottom of the home page.	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.1.1	If Yes, furnish particulars:		
4.2	Is the tenderer or any of its directors listed on the Register for Tender Defaulters in terms of Section 29 of the Prevention and Combatting of Corrupt Activities Act (No. 12 of 2004)? <b>The Register for Tender Defaulters can be accessed on the National Treasury website (<a href="http://www.treasury.gov.za">www.treasury.gov.za</a>) by clicking on its link at the bottom of the home page.</b>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.2.1	If Yes, furnish particulars:		
4.3	Was the tenderer or any of its directors convicted by a court of law (including a court outside the Republic of South Africa) for fraud or corruption during the past five years?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.3.1	If Yes, furnish particulars:		
4.4	Was any contract between the tenderer and any organ of State terminated during the past five years on account of failure to perform on or comply with the contract?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.4.1	If Yes, furnish particulars:		

**CERTIFICATION**

I, the undersigned, .....

certify that the information furnished on this declaration form is true and correct.

I accept that, in addition to cancellation of a contract, action may be taken against me should this declaration prove to be false.

Signed:.....Date:.....

Name:..... Position.....

Tenderer:.....

**FORM A16: REGISTRATION WITH CIDB**

The tenderer shall provide a pdf copy of the Active Contractor's Listing off the CIDB website [www.cidb.org.za](http://www.cidb.org.za). Tenderers whose CIDB registration expires within 21 days after close of tender shall attach proof of their application for re-registration (refer to tender data clause C.2.1.1). In the case of a Joint Venture, a pdf copy of the Active Contractor's Listing must be provided for each member of the Joint Venture.

Complete the following details of his registration with the Construction Industry Development Board.

Name of Contractor:

Contractor Grading Designation:

CIDB Contractor Registration Number:

Registration expiry date: .....

In the case of a Joint Venture, Lead Bidder must hold not less than 51% share in the JV.

	CIDB Grading	JV Shareholding %
Lead Bidder:		

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....



**FORM A17: CERTIFICATE OF SINGLE TENDER SUBMISSION**

**Notes to tenderer:**

- 1. This certificate serves as a declaration by the tenderer that a single tender was submitted.**
- 2. In the case of a Joint Venture (JV), a separate certificate is to be completed and submitted by each JV member.**

**DECLARATION**

I, the undersigned, ..... in submitting the accompanying tender on behalf of the tenderer do hereby make the following statements that I certify to be true and complete in every respect:

- 1. I have read and understand the notes to, and the contents of, this certificate.
- 2. I understand that the accompanying tender and any other tender shall be disqualified in the event that I, including a Joint Venture partner participate in more than 1 (one) tender.

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

**FORM 18: SPECIFIC GOALS POINTS CLAIM FORM**

This form contains general information and serves as a claim for preference points for specific goals Contribution. SANRAL will award preference points to companies who provide valid proof of evidence of as per the table below.

**NB: BEFORE COMPLETING THIS FORM, BIDDERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF SPECIFIC GOALS, AS PRESCRIBED IN THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000.**

**1. GENERAL CONDITIONS**

- 1.1 The following preference point systems are applicable to all bids:
- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- 1.2 The value of this bid is estimated to not exceed R50 000 000 (all applicable taxes included) and therefore the 80/20 preference point system shall be applicable. Despite the stipulated preference point system, SANRAL shall use the lowest acceptable bid to determine the applicable preference point system in a situation where all received acceptable bids are received outside the stated preference point system.
- 1.3 Preference points for this bid shall be awarded for:
- (a) Price;
  - (b) B-BBEE Status Level of Contribution.
  - (c) Any other specific goal determined in SANRAL.
- 1.4 The maximum points for this bid are allocated as follows:

	POINTS
<b>PRICE</b>	<b>80</b>
<b>B-BBEE STATUS LEVEL OF CONTRIBUTOR</b>	<b>20</b>
<b>Total points for Price and Specific Goals must not exceed</b>	<b>100</b>

- 1.5 Failure on the part of a bidder to submit proof of specific goals together with the bid will be interpreted to mean that preference points for B-BBEE status level of contribution are not claimed.
- 1.6 The purchaser reserves the right to require of a bidder, either before a bid is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the purchaser.

**2. DEFINITIONS**

- (a) **"all applicable taxes"** includes value-added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies;
- (b) **"B-BBEE"** means broad-based black economic empowerment as defined in section 1 of the Broad-Based Black Economic Empowerment Act;
- (c) **"B-BBEE status level of contributor"** means the B-BBEE status received by a measured entity based on its overall performance using the relevant scorecard contained in the Codes of Good Practice on Black Economic Empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
- (d) **"bid"** means a written offer in a prescribed or stipulated form in response to an invitation by an organ of state for the supply/provision of services, works or goods, through price quotations, advertised

competitive bidding processes or proposals;

- (e) **"Broad-Based Black Economic Empowerment Act"** means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (f) **"EME"** means an Exempted Micro Enterprise as defines by Codes of Good Practice under section 9 (1) of the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (g) **"functionality"** means the ability of a bidder to provide goods or services in accordance with specification as set out in the bid documents;
- (h) **"Price"** includes all applicable taxes less all unconditional discounts.
- (i) **"Proof of B-BBEE Status Level of Contributor"** means:
  - 1) B-BBBEE status level certificate issued by an unauthorised body or person;
  - 2) A sworn affidavit as prescribed by the B-BBEE Codes of Good Practice;
  - 3) Any other requirement prescribed in terms of the B-BBEE Act.
- (j) **"QSE"** means a Qualifying Small Enterprise in terms of a Codes of Good Practice under section 9 (1) of the Broad-Based Black Economic Empowerment Act, 2003 ( Act No. 53 of 2003);
- (k) **"rand value"** means the total estimated value of a contract in South African currency, calculated at the time of bid invitations, and includes all applicable taxes and excise duties.
- (l) **"Specific goals"** means targeted advancement areas or categories of persons or groups either previously disadvantaged or falling within the scope of the Reconstruction and Development Programme identified by SANRAL to be given preference in allocation of procurement contracts in line with section 2(1) of the PPPFA.

### 3. POINTS AWARDED FOR PRICE

#### 3.1 THE 80/20 OR 90/10 PREFERENCE POINT SYSTEMS

A maximum of 80 or 90 points is allocated for price on the following basis:

$$P_s = 80 \left( 1 - \frac{P_t - P_{\min}}{P_{\min}} \right) \quad \text{or} \quad P_s = 90 \left( 1 - \frac{P_t - P_{\min}}{P_{\min}} \right)$$

Where

$P_s$  = Points scored for comparative price of bid under consideration

$P_t$  = Comparative price of bid under consideration

$P_{\min}$  = Comparative price of lowest acceptable bid

3.2 The table below indicates the required proof of B-BBEE status depending on the category of enterprises:

Enterprise	B-BBEE Certificate & Sworn Affidavit
Large	Certificate issued by SANAS accredited verification agency
QSE	Certificate issued by SANAS accredited verification agency Sworn-Affidavit signed by the authorised QSE representative and attested by a Commissioner of Oaths confirming annual turnover and black ownership (only black-owned QSEs - 51% to 100% Black owned) [Sworn- affidavits must substantially comply with the format that can be obtained on the DTI's website at <a href="http://www.dti.gov.za/economic_empowerment/bee_codes.jsp">www.dti.gov.za/economic_empowerment/bee_codes.jsp</a> .]

<b>EME<sup>3</sup></b>	Sworn-Affidavit signed by the authorised EME representative and attested by a Commissioner of Oaths confirming annual turnover and black ownership Certificate issued by CIPC (formerly CIPRO) confirming annual turnover and black ownership Certificate issued by SANAS accredited verification agency only if the EME is being measured on the QSE scorecard
------------------------	---

- 3.3 A trust, consortium or joint venture (including unincorporated consortia and joint ventures) must submit a consolidated B-BBEE Status Level verification certificate for every separate bid.
- 3.4 Tertiary Institutions and Public Entities will be required to submit their B-BBEE status level certificates in terms of the specialized scorecard contained in the B-BBEE Codes of Good Practice.
- 3.5 A person will not be awarded points for B-BBEE status level if it is indicated in the bid documents that such a bidder intends sub-contracting more than 25% of the value of the contract to any other enterprise that does not qualify for at least the points that such a bidder qualifies for, unless the intended sub-contractor is an EME that has the capability and ability to execute the sub-contract.
- 3.6 A person awarded a contract may not sub-contract more than 25% of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level than the person concerned, unless the contract is sub-contracted to an EME that has the capability and ability to execute the sub-contract.
- 3.7 Bidders are to note that the rules pertaining to B-BBEE verification and other B-BBEE requirements may be changed from time to time by regulatory bodies such as National Treasury or the DTI. It is the Bidder's responsibility to ensure that his/her bid complies fully with all B-BBEE requirements at the time of the submission of the bid.

#### 4. BID DECLARATION

- 4.1 Bidders who claim points in respect of B-BBEE Status Level of Contribution must complete the following:

#### 5. B-BBEE STATUS LEVEL OF CONTRIBUTION CLAIMED IN TERMS OF PARAGRAPHS 1.4 AND 6.1

- 5.1 B-BBEE Status Level of Contribution: . = .....(maximum of 20 points)  
(Points claimed in respect of paragraph 6.1 must be in accordance with the table reflected in paragraph 4.1 and must be substantiated by relevant proof of B-BBEE status level of contributor.)

#### 6. SUB-CONTRACTING

- 6.1 Will any portion of the contract be sub-contracted?

(*Tick applicable box*)

YES		NO	
-----	--	----	--

- 6.1.1 If yes, indicate:

- i) What percentage of the contract will be subcontracted.....%
- ii) The name of the sub-contractor.....
- iii) The B-BBEE status level of the sub-contractor.....
- iv) Whether the sub-contractor is an EME or QSE

(*Tick applicable box*)

YES		NO	
-----	--	----	--

- v) Specify, by ticking the appropriate box, if subcontracting with any of the enterprises below:

Designated Group: An EME or QSE which is at last 51% owned by:	EME ✓	QSE ✓
Black people		
Black people who are youth		

Black people who are women		
Black people with disabilities		
Black people living in rural or underdeveloped areas or townships		
Cooperative owned by black people		
Black people who are military veterans		
<b>OR</b>		
Any EME		
Any QSE		

## 7. DECLARATION WITH REGARD TO COMPANY/FIRM

7.1 Name of company/firm:.....

7.2 VAT registration number:.....

7.3 Company registration number:.....

### 7.4 TYPE OF COMPANY/ FIRM

☐ Partnership/Joint Venture / Consortium

☐ One person business/sole propriety

☐ Close corporation

☐ Company

☐ (Pty) Limited

[TICK APPLICABLE BOX]

### 7.5 DESCRIBE PRINCIPAL BUSINESS ACTIVITIES

.....  
 .....

### 7.6 COMPANY CLASSIFICATION

☐ Manufacturer

☐ Supplier

☐ Professional service provider

☐ Other service providers, e.g. transporter, etc.

[TICK APPLICABLE BOX]

7.7 Total number of years the company/firm has been in business:.....

7.8 I/we, the undersigned, who is / are duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the B-BBEE status level of contribution indicated in paragraphs 4.1 and 6.1 of the foregoing certificate, qualifies the company/ firm for the preference(s) shown and I / we acknowledge that:

- i) The information furnished is true and correct;
- ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
- iii) In the event of a contract being awarded as a result of points claimed as shown in paragraph 4.1 and 6.1, the contractor may be required to furnish documentary proof to the satisfaction of the purchaser that the claims are correct;
- iv) If the B-BBEE status level of contributor has been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the purchaser may, in addition to any other remedy it may have-
  - (a) disqualify the person from the bidding process;
  - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
  - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;

- (d) if the successful bidder subcontracted a portion of the bid to another person without disclosing it, SANRAL reserves the right to penalise the bidder up to 10 percent of the value of the contract;
- (e) recommend that the bidder or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted by the National Treasury from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and
- (f) forward the matter for criminal prosecution.

WITNESSES

1. ....

2. ....

.....

SIGNATURE(S) OF BIDDERS(S)

DATE:

.....

.

Signed:.....Date:.....

Name:.....Position.....

Tenderer:.....

**FORM A19 (SBD6.2): DECLARATION CERTIFICATE FOR LOCAL PRODUCTION AND CONTENT FOR DESIGNATED SECTORS (INCORPORATING SBD6.2)**

**BID NUMBER: NRA2024/1297 THE PERIODIC MAINTENANCE (RESURFACING) ON NATIONAL ROUTE N12 SECTION 5 FROM THREE SISTERS (KM 0.08) TO VICTORIA WEST (KM 60.80)**

**Note to tenderer:**

1. This will be a condition of contract.

This Standard Bidding Document (SBD) must form part of all bids invited. It contains general information and serves as a declaration form for local content (local production and local content are used interchangeably).

Before completing this declaration, bidders must study the General Conditions, Definitions, Directives applicable in respect of Local Content, the South African Bureau of Standards (SABS) approved technical specification number SATS 1286:2011 (Edition 1) and the Guidance on the Calculation of Local Content together with the Local Content Declaration Templates [Annex C (Local Content Declaration: Summary Schedule), D (Imported Content Declaration: Supporting Schedule to Annex C) and E (Local Content Declaration: Supporting Schedule to Annex C)].

## 1. General Conditions

- 1.1. Where necessary, for bids referred to in paragraph 1.2 above, a two stage bidding process may be followed, where the first stage involves a minimum threshold for local production and content and the second stage price and B-BBEE.
- 1.2. A person awarded a contract in relation to a designated sector, may not sub-contract in such a manner that the local production and content of the overall value of the contract is reduced to below the stipulated minimum threshold.
- 1.3. The local content (LC) expressed as a percentage of the bid price must be calculated in accordance with the SABS approved technical specification number SATS 1286:2011 as follows:

$$LC = [1 - x / y] * 100$$

Where:

- x is the imported content in Rand  
y is the bid price in Rand excluding value added tax (VAT)

Prices referred to in the determination of x must be converted to Rand (ZAR) by using the exchange rate published by South African Reserve Bank (SARB) on the date of advertisement of the bid as indicated in paragraph 3.1 below.

**The SABS approved technical specification number SATS 1286:2011 is accessible on [http://www.thedti.gov.za/industrial\\_development/ip.jsp](http://www.thedti.gov.za/industrial_development/ip.jsp) at no cost.**

- 1.6 A bid may be disqualified if this Declaration Certificate and the Annex C (Local Content Declaration: Summary Schedule – Form A3.6) are not submitted as part of the bid documentation.

**2. The stipulated minimum threshold(s) for local production and content (refer to Annex A of SATS 1286:2011) for this bid is/are as follows:**

Description of services, works or goods	Stipulated minimum threshold

2. Does any portion of the services, works or goods offered have any imported content?

YES		NO	
-----	--	----	--

*Tick applicable box*

- 3.1 If yes, the rate(s) of exchange to be used in this bid to calculate the local content as prescribed in paragraph 1.5 of the general conditions must be the rate(s) published by SARB for the specific currency on .

The relevant rates of exchange information is accessible on <https://www.resbank.co.za>.

Indicate the rate(s) of exchange against the appropriate currency in the table below (refer to Annex A of SATS 1286:2011):

Currency	Rates of exchange
US Dollar	
Pound Sterling	
Euro	
Yen	
Other	

NB: Bidders must submit proof of the SARB rate(s) of exchange used.

3. Where, after the award of a bid, challenges are experienced in meeting the stipulated minimum threshold for local content the DTI must be informed accordingly in order for the DTI to verify and in consultation with the AO/AA provide directives in this regard.



**LOCAL CONTENT DECLARATION**  
**(REFER TO ANNEX B OF SATS 1286:2011)**

**LOCAL CONTENT DECLARATION BY CHIEF FINANCIAL OFFICER OR OTHER LEGALLY RESPONSIBLE PERSON NOMINATED IN WRITING BY THE CHIEF EXECUTIVE OR SENIOR MEMBER/PERSON WITH MANAGEMENT RESPONSIBILITY (CLOSE CORPORATION, PARTNERSHIP OR INDIVIDUAL)**

**IN RESPECT OF BID NO. BID NUMBER: NRA2024/1297 THE PERIODIC MAINTENANCE URFACING) ON NATIONAL ROUTE N12 SECTION 5 FROM THREE SISTERS (KM 0.08) TO ORIA WEST (KM 60.80)**

ISSUED BY: South African National Roads Agency SOC Limited

N.B.:

1. The obligation to complete, duly sign and submit this declaration cannot be transferred to an external authorized representative, auditor or any other third party acting on behalf of the bidder.
2. Guidance on the Calculation of Local Content together with Local Content Declaration Templates (Annex C, D and E) is accessible on [http://www.thedti.gov.za/industrial\\_development/ip.jsp](http://www.thedti.gov.za/industrial_development/ip.jsp). Bidders should first complete Declaration D. After completing Declaration D, bidders should complete Declaration E and then consolidate the information on Declaration C. **Declaration C should be submitted with the bid documentation at the closing date and time of the bid in order to substantiate the declaration made in paragraph (c) below.** Declarations D and E should be kept by the bidders for verification purposes for a period of at least 5 years. The successful bidder is required to continuously update Declarations C, D and E with the actual values for the duration of the contract.

I, the undersigned ..... (full names),  
do hereby declare, in my capacity as .....  
of ..... (name of bidder entity)  
the following:

- (a) the facts contained herein are within my own personal knowledge;
- (b) I have satisfied myself that the goods/services/works to be delivered in terms of the above-specified bid comply with the minimum local content requirements as specified in the bid, and as measured in terms of SATS 1286:2011; and
- (c) the local content percentage (%) indicated below has been calculated using the formula given in clause 3 of SATS 1286:2011, the rates of exchange indicated in paragraph 3.1 above and the information contained in Declarations D and E which has been consolidated in Declaration C:

Bid price, excluding VAT (y)	R
Imported content (x), as calculated in terms of SATS 1286:2011	R
Stipulated minimum threshold for local content (paragraph 2 above)	
Local content %, as calculated in terms of SATS 1286:2011	

**If the bid is for more than one product, the local content percentages for each product contained in Declaration C shall be used instead of the table above.**

**The local content percentage for each product has been calculated using the formula given in clause 3 of SATS 1286:2011, the rates of exchange indicated in paragraph 3.1 above and the information contained in Declarations D and E.**

- d) I accept that the Procurement Authority / Institution has the right to request that the local content be verified in terms of the requirements of SATS 1286:2011.

e) I understand that the awarding of the bid is dependent on the accuracy of the information furnished in this application. I also understand that the submission of incorrect data, or data that are not verifiable as described in SATS 1286:2011, may result in the Procurement Authority/Institution restricting the tenderer from tendering.

SIGNATURE: .....

DATE: .....

WITNESS No. 1: .....

WITNESS No. 2: .....

NOT APPLICABLE

FORM 20: LOCAL CONTENT DECLARATION: SUMMARY SCHEDULE (ANNEXURE C)

BID NUMBER: NRA2024/1297 THE PERIODIC MAINTENANCE (RESURFACING) ON NATIONAL ROUTE N12 SECTION 5 FROM THREE SISTERS (KM 0.08) TO VICTORIA WEST (KM 60.80)

**Note to tenderer:**  
*This will be a condition of contract.*

C1	Tender No.:								
C2	Tender Description:								
C3	Designated Product(s):								
C4	Tender Authority:								
C5	Tendering Entity Name:								
C6	Tender Exchange Rate:	Pula	P	EU	€	GBP	£	OTHER (specify)	

Note: VAT to be excluded from all calculations

Calculation of Local Content								Tender Summary			
Ten der Item No's	List of Items	Tend er Price Each (Excl . VAT)	Exemp ted Import ed Value	Tender Value Net of Exemp ted Import ed Conten t	Import ed Value	Loca l Valu e	Loc al Con tent % (Per lte m)	Ten der Qty	Tota l Ten der Valu e	Total Exem pted Import ed Conte nt	Total Import ed Conte nt
	❖	(C10 )	(C11)	(C12)	(C13)	(C14 )	(C1 5)	(C16 )	(C17 )	(C18)	(C19)
							(C20) Total Tender Value		R		
							(C21) Total Exempt Imported Content		R		
							(C22) Total Tender value net of exempt imported content		R		
							(C23) Total Imported Content				R
							(C24) Total Local Content				R
							(C25) Average Local Content % of tender				%

Signature of tenderer from Annexure B: (SANS 1286.2017)

Date:

**BID NUMBER: NRA2024/1297 THE PERIODIC MAINTENANCE (RESURFACING) ON NATIONAL ROUTE N12 SECTION 5 FROM THREE SISTERS (KM 0.08) TO VICTORIA WEST (KM 60.80)**

**ANNEXURE D: IMPORTED CONTENT DECLARATION - SUPPORTING SCHEDULE TO ANNEXURE C**

(D1)	Tender No.:								Note: VAT to be excluded from all calculations
(D2)	Tender Description:								
(D3)	Designated Product(s):								
(D4)	Tender Authority:								
(D5)	Tendering Entity Name:								
(D6)	Tender Exchange Rate:	Pula	P	EU	€	GBP	£		

A. Exempted imported content				Calculation of imported content						Summary	
Tender item No's	Description of imported content	Local Supplier	Overseas Supplier	Foreign currency value as per Commercial Invoice	Tender Exchange Rate	Local value of imports	Freight costs to port of entry	All locally incurred landing costs & duties	Total landed cost excl. VAT	Tender Qty	Exempted imported value
(D7)	(D8)	(D9)	(D10)	(D11)	(D12)	(D13)	(D14)	(D15)	(D16)	(D17)	(D18)
(D19) Total exempt imported value										R0	
This total must correspond with Annex C - C 21											

B. Imported directly by the Tenderer				Calculation of imported content						Summary	
Tender item No's	Description of imported content	Local Supplier	Overseas Supplier	Foreign currency value as per Commercial Invoice	Tender Exchange Rate	Local value of imports	Freight costs to port of entry	All locally incurred landing costs & duties	Total landed cost excl. VAT	Tender Qty	Exempted imported value
(D33)	(D34)	(D35)	(D36)	(D37)	(D38)	(D39)	(D40)	(D41)	(D42)	(D43)	(D44)
(D45) Total imported value by 3rd party										R0	

**BID NUMBER: NRA2024/1297 THE PERIODIC MAINTENANCE (RESURFACING) ON NATIONAL ROUTE N12 SECTION 5 FROM THREE SISTERS (KM 0.08) TO**

VICTORIA WEST (KM 60.80)

C. Imported by a 3rd party and supplied to the Tenderer				Calculation of imported content						Summary	
Description of imported content	Unit of measure	Local supplier	Overseas Supplier	Foreign currency value as per Commercial Invoice	Tender Rate of Exchange	Local value of imports	Freight costs to port of entry	All locally incurred landing costs & duties	Total landed cost excl. VAT	Quantity imported	Total imported value
(D33)	(D34)	(D35)	(D36)	(D37)	(D38)	(D39)	(D40)	(D41)	(D42)	(D43)	(D44)
(D45) Total imported value by 3rd party											R 0

D. Other foreign currency payments			Calculation of foreign currency payments		Summary of payments
Type of payment	Local supplier making the payment	Overseas beneficiary	Foreign currency value paid	Tender Rate of Exchange	Local value of payments
(D46)	(D47)	(D48)	(D49)	(D50)	(D51)
(D52) Total of foreign currency payments declared by tenderer and/or 3rd party					R 0

Signature of tenderer from Annexure B: (SATS 1286.2011)

\_\_\_\_\_

Date:

\_\_\_\_\_

(D53) Total of imported content & foreign currency payments - (D32), (D45) & (D52) above	R 0
This total must correspond with Annex C - C 23	

**BID NUMBER: NRA2024/1297 THE PERIODIC MAINTENANCE (RESURFACING) ON NATIONAL ROUTE N12 SECTION 5 FROM THREE SISTERS (KM 0.08) TO VICTORIA WEST (KM 60.80)**

**ANNEXURE E: IMPORTED CONTENT DECLARATION - SUPPORTING SCHEDULE TO ANNEXURE C**

(E1)	Tender No.:		<b>Note: VAT to be excluded from all calculation</b>
(E2)	Tender Description:		
(E3)	Designated Product(s):		
(E4)	Tender Authority:		
(E5)	Tendering Entity Name:		

<b>Local Products (Goods, Services and Works)</b>	<b>Description of items purchased</b>	<b>Local suppliers</b>	<b>Value</b>
	(E6)	(E7)	(E8)
<b>(E9) Total local products (Goods, Services and Works)</b>			R 0
(E10)	<b>Manpower costs</b> (Tenderer's manpower cost)		R 0
(E11)	<b>Factory overheads</b> (Rental, depreciation & amortisation, utility costs, consumables etc.)		R 0
(E12)	<b>Administration overheads and mark-up</b> (Marketing, insurance, financing, interest etc.)		R 0
<b>(E13) Total local content</b>			R 0
<b>This total must correspond with Annex C - C24</b>			

Signature of tenderer from Annexure B:  
(SATS 1286:2011) \_\_\_\_\_

Date: \_\_\_\_\_

**FORM B1: METHODOLOGY PROVIDE A CLEAR AND CONCISE METHODOLOGY COVERING ALL ASPECTS OF THE SCOPE OF WORKS INCLUDING PROCESS FLOW.**

- Provide a methodology with supported documentation

**FORM B2: SCHEDULE OF WORK EXPERIENCE**

Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....



FORM B 3.1: KEY PERSONNEL EXPERIENCE - LEAD TRANSACTION ADVISOR

Lead transaction advisor						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM B 3.2: KEY PERSONNEL EXPERIENCE - TRAFFIC ENGINEER

Traffic Engineer						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM B 3.3: KEY PERSONNEL EXPERIENCE - TRANSPORT ECONOMIST

Transport economist						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM B 3.4: KEY PERSONNEL EXPERIENCE - CIVIL/ROAD ENGINEER

Civil/road engineer						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM B 3.5: KEY PERSONNEL EXPERIENCE - FINANCIAL MODELLER/ANALYST

Financial modeller/analyst						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM B 3.6: KEY PERSONNEL EXPERIENCE - LEGAL ADVISOR

Legal advisor						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

FORM B 3.7: KEY PERSONNEL EXPERIENCE - ENVIRONMENTAL & SOCIAL SPECIALIST

Environmental & social specialist						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....

**FORM B 3.8: KEY PERSONNEL EXPERIENCE - TRANSFORMATION & PROCUREMENT SPECIALIST**

Transformation & procurement specialist						
Name						
Professional Registration						
Professional Registration Number						
Highest Qualification						
NQF Level						
Client Name	Client Contact Person	Client contact details: Email & Phone number	Project NAME	Project Description	Project VALUE (Incl. VAT)	Start date – End Date

Signed:.....Date:.....  
Name:.....Position.....  
Tenderer:.....