

Compulsory Briefing Session

TRANSNET



REQUEST FOR PROPOSAL [RFP] SERVICES

FOR THE PROVISION OF AN OUTCOME-BASED SECURITY (OBS) SOLUTION IN THE NORTH AND CONTAINER CORRIDORS FOR A PERIOD OF FORTY-EIGHT (48) MONTHS

08

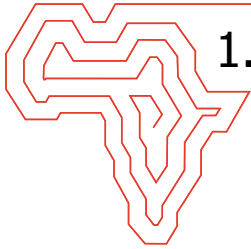
RFP NUMBER	HOAC-HO-44998
ISSUE DATE:	02 July 2024
CLOSING DATE:	01 August 2024
CLOSING TIME:	10:00 AM
BID VALIDITY PERIOD:	180 Business Days from Closing Date (18 March 2025)

08 July 2024

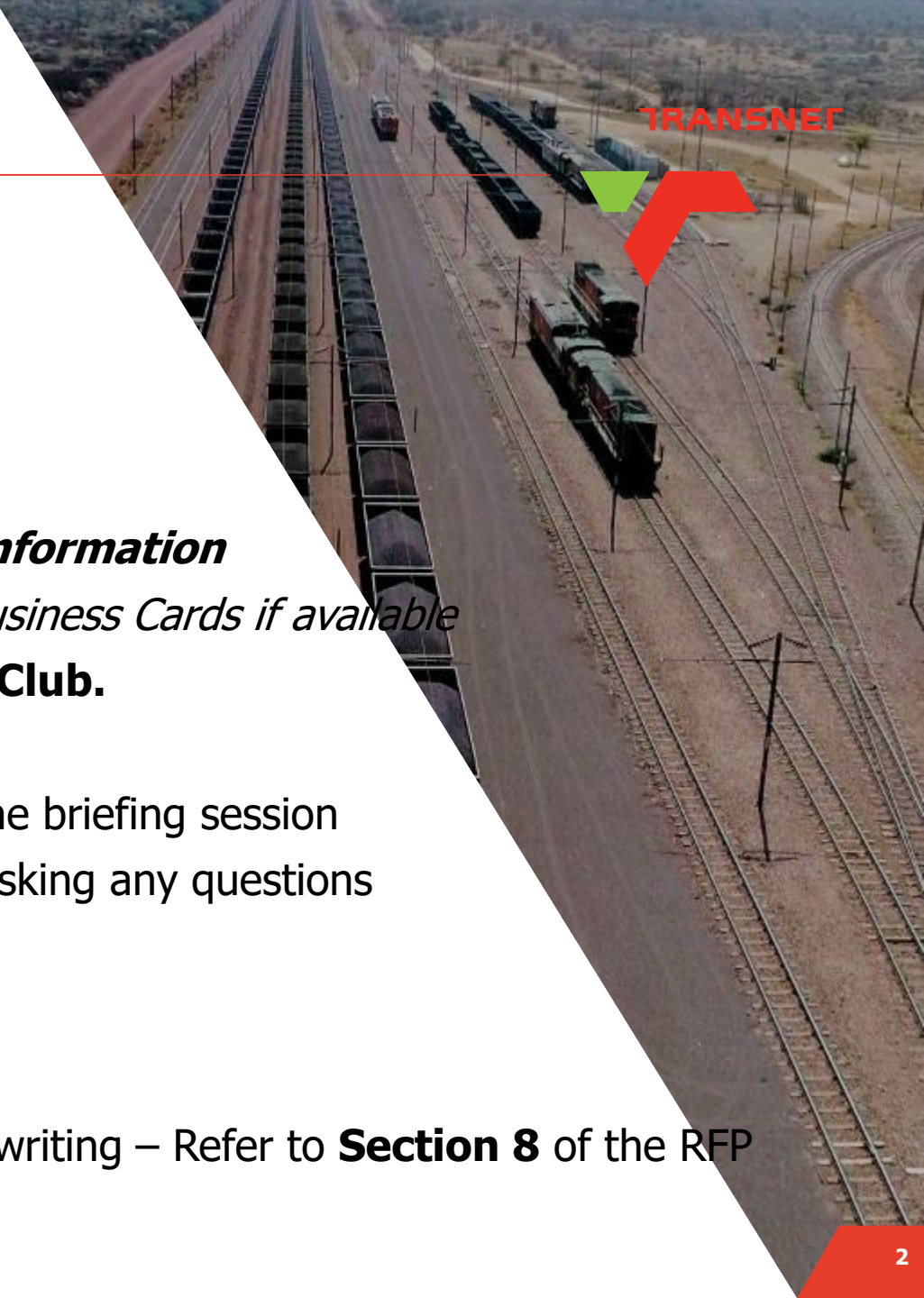
Recreation club, Koedoespoort,
Pretoria, Transnet Engineering

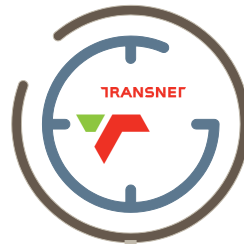
AGENDA

Compulsory Briefing Session



1. Welcoming
 - Respondents
 - TFR Team
2. Introduction
 - TFR Team
3. Completion of Attendance Register; ***ensure that the information provided is clear and legible.*** *In addition, provide Business Cards if available*
4. Safety and Evacuation – **Koedoespoort, Recreation Club.**
5. Housekeeping and general rules
 - Cellular Phones to be turned off for the duration of the briefing session
 - Allow for the completion of the presentation before asking any questions (time will be allowed after the presentation)
6. Overview – Outcome Based Security Solution
7. RFP Briefing
8. Clarification Questions - All questions to be submitted in writing – Refer to **Section 8** of the RFP Clarification Request Form, page 81





**RFP – HOAC HO 44998
BRIEFING SESSION**

OVERVIEW , OBJECTIVE AND

EVALUATION CRITERIA

OVERVIEW – OUTCOME BASED SECURITY SOLUTION



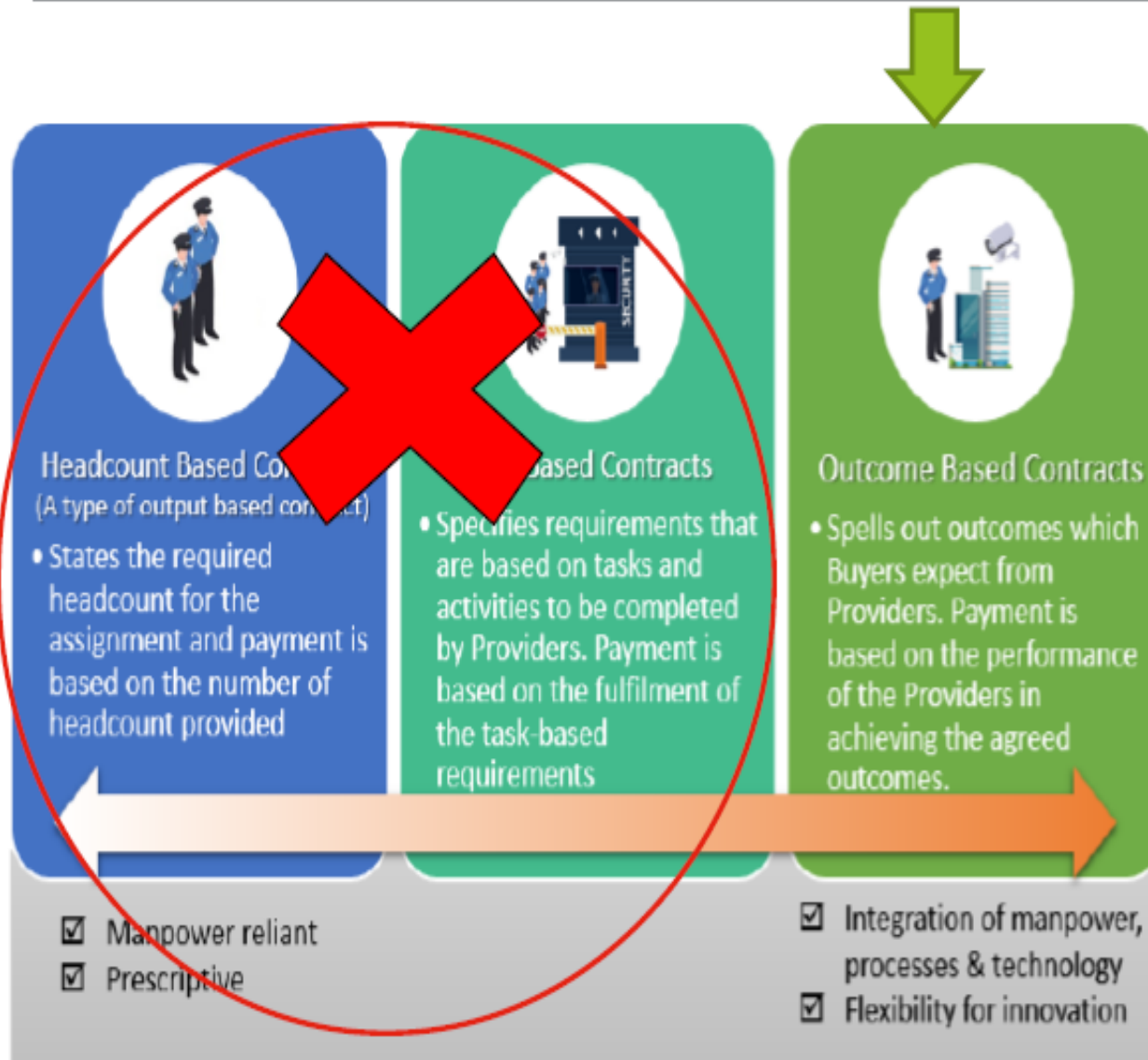
Transnet Freight Rail (TFR) has traditionally gone out to the market for security services through prescribing how the services should be provided by listing the number of guards required per site, number and type of vehicles required, security site requiring armed guarding etc.

TFR could not hold SSPs accountable if there was no improvement in security incidents in areas where SSPs provided the services.

The OBS solution will state what the requested performance levels of the SSPs shall be in terms train cancellations and delays as per train schedule due to security related incidents and will incorporate both penalties for substandard performance and incentives if the agreed performance targets are exceeded. Penalties could also be issued for theft and vandalism of rail infrastructure.

The payment of the contracted SSPs will be divided into fixed and variable payment, where a certain portion of the security fees will be linked to the SSP's performance. There will be an incentive payment for good performance and there would also be penalty imposed for poor performance by the SSP.

OUTCOME-BASED SOLUTION OVERVIEW



FEATURES OF OUTCOME BASED SECURITY CONTRACT





KEY OBJECTIVE

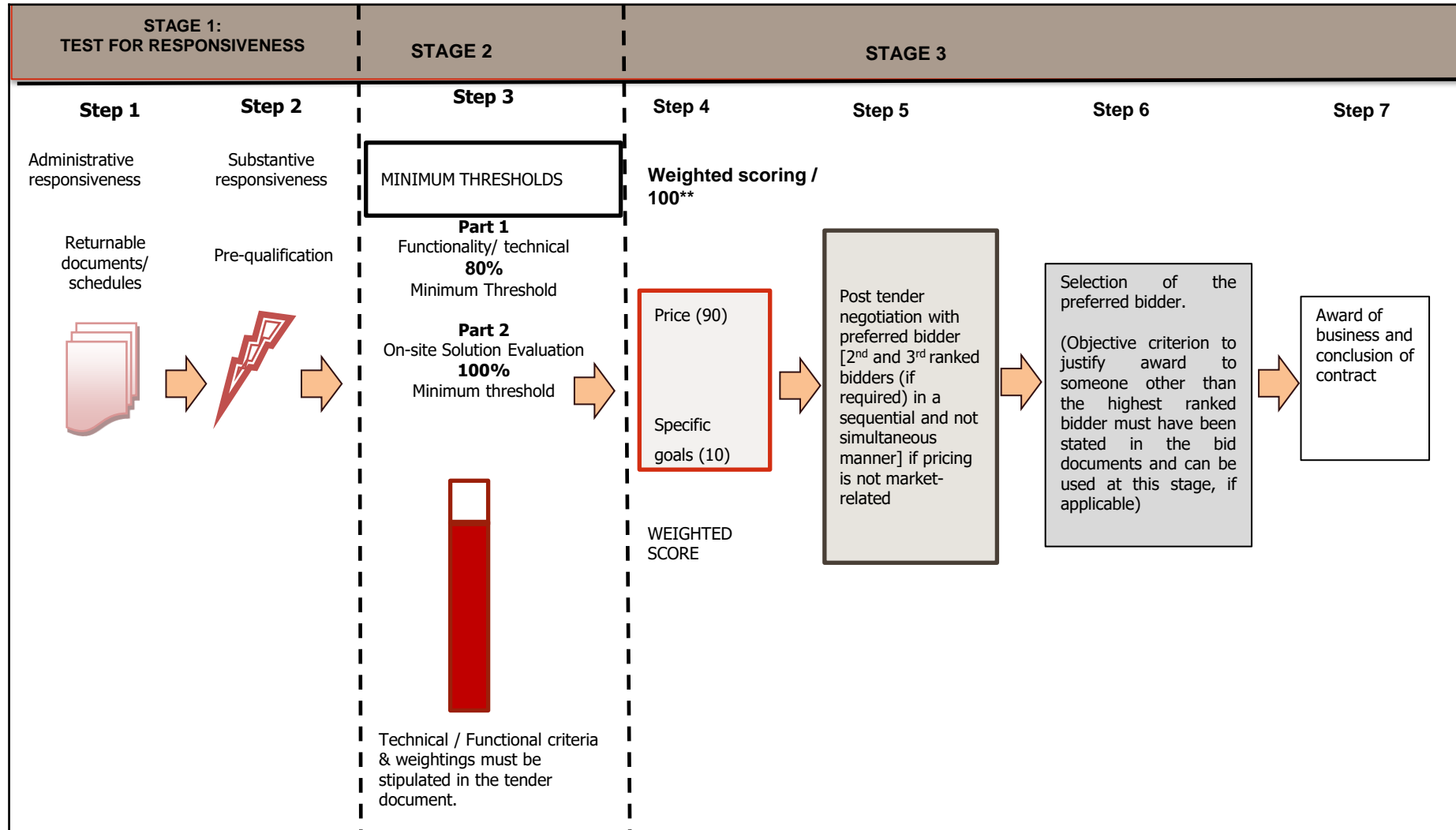
The objective of this RFP is to obtain proposals from experienced Security Service Providers (SSP's) for the provision of an Outcome Based Security (OBS) solution within security operations nationally for a period of FORTY-EIGHT (48) MONTHS . The intended services are to reduce train cancellations and delays as a result of theft and vandalism through various security initiatives and solutions.

The required OBS solution would be used to ensure that trains continue to move through the safeguard of rail related infrastructure, rolling stock, and perway nationally including inter alia the TFR rail reserve operational areas, yards, depots, relay rooms, tie-stations, and substations

The SSPs will be required to apply sufficient measures to reduce crime on the line or manage security incidents at an acceptable level in line to ensure train movements which will be the key KPI detailed in the RFP.



EVALUATION METHODOLOGY



NOTE: THAT OTHER PREQUALIFICATION CRITERIA

- **Technical Pre-qualification Criteria 100%**



STEP ONE: Test for Administrative Responsiveness

Administrative responsiveness check	
•	Whether the Bid has been lodged on time
•	Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time
•	Verify the validity of all returnable documents
•	Verify if the Bid document has been duly signed by the authorised respondent

Note: To verify the capacity under which the bid is signed, (Proof of authority must be submitted e.g. company resolution)

STEP TWO: Test for Substantive Responsiveness



The test for substantive responsiveness will include the following:

Check for substantive responsiveness
<ul style="list-style-type: none">• Whether any general and legislation qualification criteria set by Transnet, have been met
<ul style="list-style-type: none">• Whether the Bid contains a priced offer as prescribed in the pricing and delivery schedule
<ul style="list-style-type: none">• Whether the Bid materially complies with the scope and/or specification given
<ul style="list-style-type: none">• Whether any Technical Pre-qualification Criteria/minimum requirements/legal requirements have been met as follows:<ul style="list-style-type: none">- Annexure A Technical Pre- qualification
<ul style="list-style-type: none">• Whether the supplier is registered on the National Treasury Central supplier Database (CSD)
<ul style="list-style-type: none">• Proof of authority must be submitted e.g. company resolution
<ul style="list-style-type: none">• Signed Declaration that the Security Officer Pricing Proposed is Based On The PSIRA Guidelines and Prescribed Tariffs (Sectorial Determination)

STEP THREE : (Part 1 and Part 2) Technical



STEP THREE: (Part 1) - Technical Functionality / Desktop Minimum Threshold 80%

Respondents must complete and submit **Annexure D and E** in which they have quoted for per corridor. A Respondent's compliance with the minimum technical and site inspection thresholds will be measured by their responses to Annexure(s) per Corridor which they have quoted for.

Respondents are to note that Transnet will round off final technical scores to the nearest 2 (two) decimal places for the purposes of determining whether the technical threshold has been met.

STEP THREE: (Part 2)- On-Site Solution Evaluation Criteria Threshold 100%

Conduct an operational readiness that will include an on-site solution evaluation to test the robustness, ability to integrate and due diligence.

Respondents that have met the ***Technical functionality Step three (Part 1)*** will be evaluated on the criteria in the set **Annexure F** On-site Solution evaluation.

A Minimum Threshold of 100% must be met or exceeded for the On-Site Solution Evaluation, for the bidder to be evaluated on the next step, Step four, for further evaluation.

Respondents are to note that Transnet will round off final technical scores to the nearest 2 (two) decimal places for the purposes of determining whether the technical threshold has been met.

STEP FOUR : Evaluation and Final Weighted Scoring



Price Criteria [Weighted score 90 points]:

Evaluation Criteria RFP Reference

Commercial offer Section 4

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

$$PS = 90 (1-(Pt-Pmin)/Pmin)$$

Where:

Ps = Score for the Bid under consideration

Pt = Price of Bid under consideration

Pmin = Price of lowest acceptable Bid

Specific Goals [Weighted score 10 point]

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 Section 4.1 of the specific goals Claim Form.

STEP FIVE : Post Tender Negotiations (if applicable)

- Respondents are to note that Transnet may not award a contract if the price offered is not market related. In this regard, Transnet 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 Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).

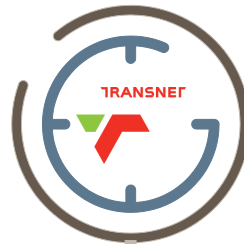
STEP SIX : Objective Criteria (if applicable)



Transnet reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. The objective criteria Transnet may apply in this bid process include:

To mitigate the risk of security of supply business will be allocated to bidders for Security Services to each of the corridors,

- Ideally only one (1) corridor will be awarded to a bidder, however Transnet reserves the right at its discretion to award more than one corridor to a single service provider, with a maximum limit of two (2) corridors to a single service provider, provided that the solution is aligned with Transnet's objective, that the solution is cost effective, the bidder is the highest ranked and the bidder has capacity to service more than one corridor.
- The above objective criteria will be applied taking into consideration the award of the first Outcome-Based Security (OBS) solution (RFP HOAC-HO-38271). Service Providers already awarded contracts for the first Outcome-Based Security (OBS) solution (RFP HOAC-HO-38271) can only be awarded one(1) corridor for this RFP, with an intention to limit the awarded corridors to a maximum of two (2) corridors to a single service provider.



**RFP – HOAC HO 44998
BRIEFING SESSION**

**GENERAL COMPLIANCE
REQUIREMENTS**

General RFP Compliance Requirements



THIS IS A FORMAL COMPULSORY BRIEFING SESSION Information will not be repeated for the benefit of Respondents arriving late.

This is an open RFP to respondents of **RFP HOAC HO 44998** for an Outcome Based Security (OBS) solution, North and Container Corridors.

This tender was advertised on the National Treasury's e-Tender Publication Portal and the Transnet website.

This RFP may be **downloaded** directly from **National Treasury's e-Tender Publication Portal** at **www.etenders.gov.za** free of charge.

To download RFP and Annexures:

- Click on "Tender Opportunities";
- Select "Advertised Tenders";
- In the "Department" box, select Transnet SOC Ltd.

Once the tender has been in the list, click on the 'Tender documents' tab and process to download all uploaded documents.

The RFP may also be downloaded from the **Transnet Portal** at **<https://transnetetenders.azurewebsites.net>** (please use **Google Chrome** to access Transnet link/site) free of charge

An original **Certificate of Attendance** in the form set out in **Section 10** for proof of attendance , was **handed out at the door**, please ensure that you received a form, only one form is required for each company. This original form must be signed, scanned and submitted with your proposal.

It is the responsibility of the Respondent to ensure that you have received a Form with a Transnet Freight Rail Representative signature.

There are separate certificates of attendance for each Day for the site visits, refer to Pages 57 to 61 of the RFP document, *It is the responsibility of the Respondent to submit the form for the specific day to a Transnet Freight Rail Representative for signature on each specific day of attendance*

Completion of Attendance Register; *It is the responsibility of the Respondent to ensure that he/she completes the attendance register*, the information on the attendance register will be used to communicate with respondents. NOTE **all information communicated will also be communicate by way of the Transnet electronic tender system.**

General RFP Compliance Requirements (Continued)

SECTION 1 – The SBD1 FORM is an Essential Returnable listed in Section 5 of the RFP and must be returned

SECTION 2 – NOTICE TO RFP RESPONDENTS

1. Ensure that you follow the Proposal Submission, and RFP instructions. (Pages 7 to 14 of RFP)
2. The bidder guide can be found on the Transnet Portal **transnetetenders.azurewebsites.net**

NB: Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

Should you have Technical difficulties uploading your submission , take a Screen Dump of the system error and email it to Email **Lerato.Morailane@transnet.net** contact telephone: **011 584 9230**

General RFP Compliance Requirements (Continued)



SECTION 2 – NOTICE TO RFP RESPONDENTS (Continued)

1. The CLOSING DATE for this RFP is 10:00 am on Thursday 01 August 2024, respondents must ensure that Proposed Solutions are uploaded timeously.
2. Any additional information to the RFP or clarifications will be communicate by way of email and the Transnet electronic tender system. It is the responsibility of the Respondent to ensure that he/she provides the correct email address.
3. Respondents are required to check for communication from the Transnet website prior to finalising their RFP submissions for any changes or clarifications to the RFP. Transnet will not be held liable if Respondents do not receive the latest information regarding this RFP.
4. The closing date for questions / RFP clarifications is Before 12:00 pm on 26 July 2024 refer to Section 8 of the RFP for the Clarification Request Form.

General RFP COMMUNICATION Instructions



1. For specific queries relating to this RFP a Clarification Request Form should be submitted to **Leslie Richards**, email [**Leslie.Richards@transnet.net**] In the interest of fairness and transparency Transnet's response to such a query will be communicated to all potential respondents.
2. After the closing date of the RFP a respondent may only communicate with the Secretariat of the Division Bid Adjudication Committee, at telephone number **011 584 0821**, email **prudence.nkabinde@transnet.net** on any matter relating to its RFP.
3. Respondents are to note that changes to its submission will not be considered after the closing date.
4. It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of Transnet in respect of this RFP.
5. 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.
6. Transnet will publish the outcome of this RFP in the National Treasury e-tender portal and Transnet website with 10 days after the award has been finalised. Respondents are required to check the National Treasury e-tender Portal and Transnet website for the results of the tender process.
7. All unsuccessful bidders have a right to request Transnet to furnish individual reasons for their bid not being successful. This requested information will be directed to the contact person stated in the SBD 1 form.

SECTION 2 : NOTICE TO BIDDERS (Page 7 to 14)



1. Ensure that you follow the Proposal Submission, and RFP instructions. (Pages 7 to 14 of RFP).
2. It is the responsibility of the Respondent to ensure that he/she comprehends all the instructions and follows them as the tender process requires.
3. Respondents are advised that Transnet is not committed to any course of action as a result of its issuance of this RFP and/or its receipt of Proposals. Please take note of the Disclaimers on page 12 of the RFP document.



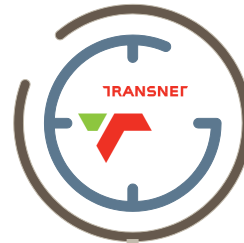
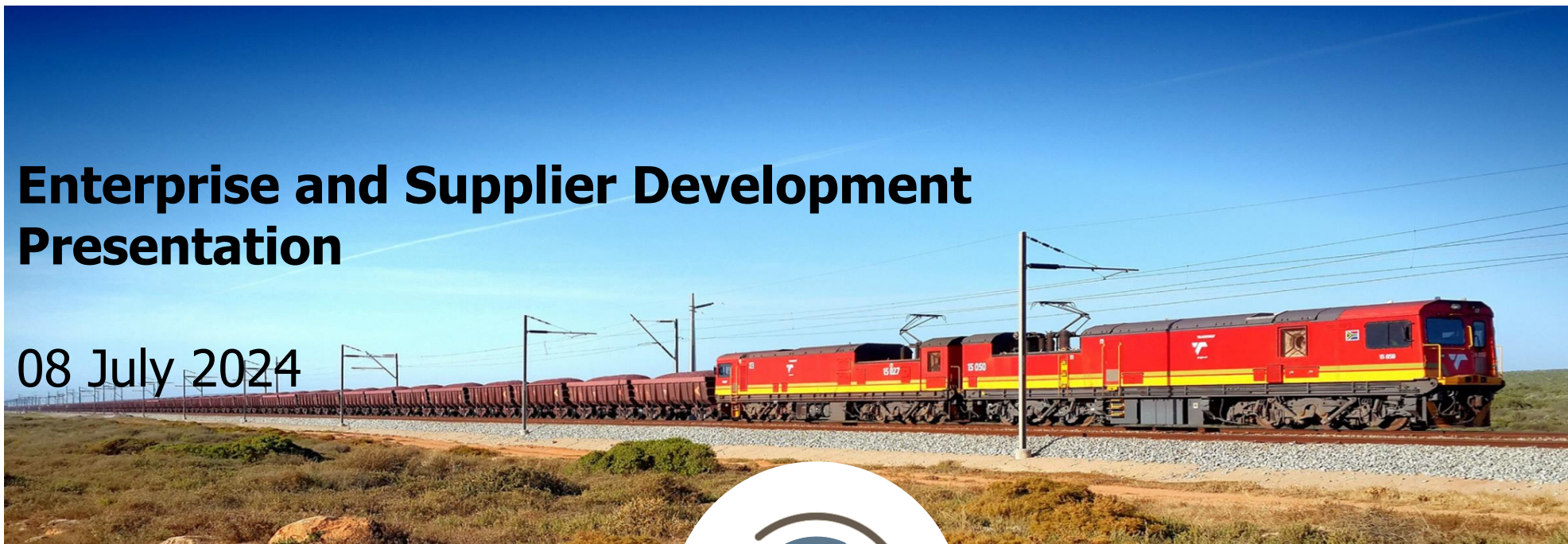
RFP – Compulsory Site Briefing and Site Assessments



1. Site Briefing Dates and Times have been provided on pages 8 and 9 of the RFP document.
2. Respondents to provide own transportation (preferable an Off Road **(4x4)** vehicle for the site briefing due to the areas to be visited) and accommodation. Protective gear (safety boots, reflector and torch) to brought to the site briefing to be allowed access.
3. The site and briefing session will start punctually, and information will not be repeated for the benefit of Respondents arriving late.
4. A maximum of two representatives per start point (A and B) a day per corridor.
5. Transnet will not be held responsible if any Respondent who did not attend the compulsory session subsequently feels disadvantaged as a result thereof.
6. A Certificate of Attendance in the form(s) set out in Section 10 hereto must be completed and submitted with your Proposal as proof of attendance is required for a compulsory RFP briefing and site visits.
7. Respondents failing to attend the compulsory RFP briefing will be disqualified.

Enterprise and Supplier Development Presentation

08 July 2024



RFP – HOAC HO 44998

FOR THE PROVISION OF AN OUTCOME-
BASED SECURITY (OBS) SOLUTION IN THE
NORTH AND CONTAINER CORRIDORS FOR
A PERIOD OF FORTY-EIGHT (48) MONTHS



B-BBEE Definition:

Broad-Based Black Economic (B-BBEE) means the economic empowerment of all black people including women, workers, youth, people living with disabilities and people living in rural areas through diverse but integrated socio-economic strategies.

Purpose:

- To increase the number of black people that manage, own and control enterprises and productive assets.
- To facilitate ownership and management of enterprises and productive assets by communities, workers, cooperatives and other collective enterprises
- To achieve an equitable representation in all occupational categories and levels in the workforce
- To procure from large, medium and small sized black owned enterprises
- To increase investment in enterprises and communities that are owned and managed by black people
- A valid B-BBEE certificate for LE company's OR an Affidavit for QSE and EME's is required

B-BBEE Amended Codes Principles

- Enhanced the recognition status of black owned EMEs and QSEs
- An EME that is 100% owned by black people qualifies as a level 1 contributor;
- An EME that is more than 51% owned by black people qualifies as a level 2 contributor;
- No verification requirements for EMEs; EME to obtain a Sworn affidavit or a CIPC Certificate

PREFERENTIAL PROCUREMENT REGULATIONS 2022



PPPFA provides for a preference points system in terms of which contracts below a prescribed value be evaluated on the basis that 20 out of 100 possible points must be allocated to “specific goals” and 80 points allocated to price.

For contracts above a prescribed value, 10 out of 100 possible points must be allocated to “**specific goals**”, and 90 points allocated to price

(a) The applicable preference point system as envisaged

(b) The specific goal in the invitation to submit the tender for which a point may be awarded, and the number of points that will be awarded to each goal, and proof of the claim for such goal .

Bidders who do not submit B-BBEE Status Level Verification Certificates or applicable affidavit copy will be deemed as non-compliant contributors to B-BBEE will score zero for preference points .

This also applies to Bidders who submit letters or expired certificates indicating that their B-BBEE status is in the process of being verified. Where a B-BBEE certificate is to be used for scoring purposes only, such letters indicating that their B-BBEE status is in the process of being verified or expired certificates are submitted, bidders will be scored zero for preference points.



Joint Venture

- In 2019 DTI released amendments to the Codes of Good Practice. Joint Ventures are referred to in Revised Code 000, Statement 000: General Principles
- As per paragraph 7 of Amended Code Series 000, Statement 000 of the Codes of Good Practice, unincorporated joint ventures are required to compile a consolidated verification certificate. A consolidated verification certificate will consolidate the verified compliance data of joint venture partners if those Measured Entities were a single Measured Entity.
- A JV will require its own Broad-Based Black Economic Empowerment (B-BBEE) certificate if they would like to tender or enter into a contract that requires a B-BBEE Certificate.
- 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.
- A tenderer failing to submit proof of B-BBEE status level of contributor or is a non-compliant contributor to B-BBEE may not be disqualified but may only score points out of 90 for price and (b) scores 0 points applying the 90/10 principle . Refer PPPFA No. 40553 for more info on preference point.

Note the following:

- A consolidated verification certificate is required.
- The consolidation is based on the weighting as defined in the joint venture agreement.
- The respective scores are weighted according to their proportionate share in the joint venture.
- A joint venture certificate is valid for 12 months and only applicable to a specific project.

Eligibility of a Joint Venture

Joint Ventures are required to compile a consolidated verification certificate. A consolidated verification certificate will consolidate the verified compliance data of joint venture partners in accordance .

Valid Sworn Affidavit



Example:
**VALID
SWORN
AFFIDAVIT**

Name of respondent
and enterprise details

Annual Total Revenue and
Level of Black Ownership
and Black Women Ownership

FULL NAME, BUSINESS
ADDRESS AND STATE

Commissioner of Oath
signature and stamp were
applicable

B-BBEE Status Level based
on Black Ownership

DATE BY BOTH DEPONENT AND
COMMISSIONER OF OATH MUST
BE THE SAME

Deponent signature and date

Certification Signature and/or
Stamp

SWORN A IE EXEMPTED MICRO ENTERPRISE

I, the undersigned,

Full name & Surname	SUNDHRAN NAIDOO
Identity number	7406165131089

Hereby declare under oath as follows:


- The contents of this statement are to the best of my knowledge a true reflection of the facts.
- I am a member / director of the following enterprise and am duly authorised to act on its behalf:

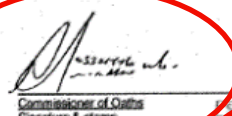
Enterprise Name	D S W PLANT AND CIVILS CC
Trading Name	SK PLANT AND CONSTRUCTION
Registration Number	2006/037958/23
Enterprise Address	32 PARAGON PLACE INDUSTRIAL PARK PHOENIX 4098


- I hereby declare under oath that:
 - The enterprise is 100% black owned.
 - The enterprise is 0% black women owned.
- Based on the management accounts and other information available on the 2016 financial year, the income does not exceed R40,000,000.00 (ten million rand);
- Please confirm on the table below the B-BBEE level contributor, by ticking the applicable box.

100% black owned	Level One (135% B-BBEE procurement recognition)	<input checked="" type="checkbox"/>
More than 51% black owned	Level Two (125% B-BBEE procurement recognition)	<input type="checkbox"/>
Less than 51% black owned	Level Four (100% B-BBEE procurement recognition)	<input type="checkbox"/>

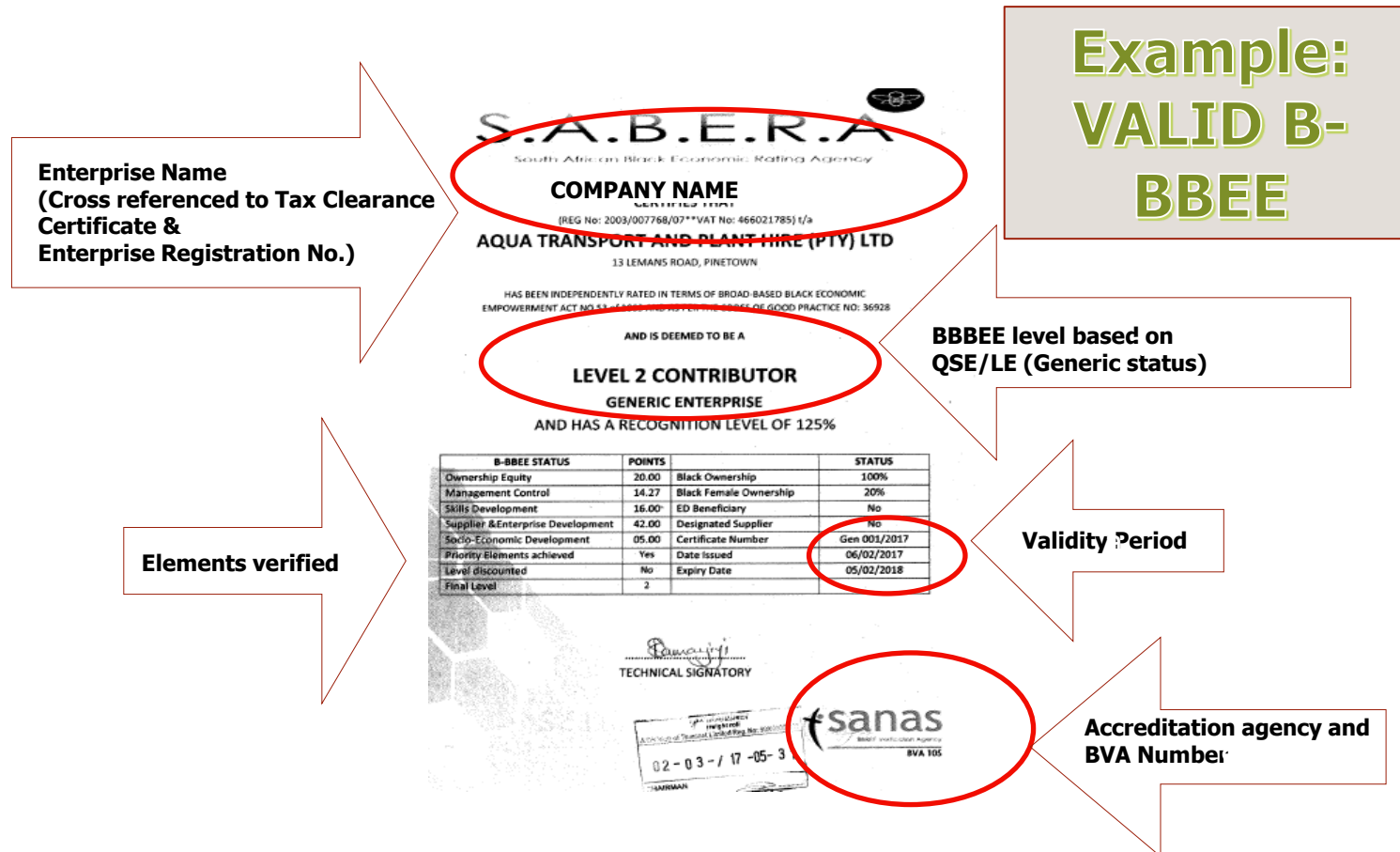
- The entity is an empowering supplier in terms of the dti Codes of Good Practice.
- I know and understand the contents of this affidavit and I have no objection to take the prescribed oath and consider the oath binding on my conscience and on the owners of the enterprise which I represent in this matter.
- The sworn affidavit will be valid for a period of 12 months from the date signed by the deponent.

Deponent Signature: 
Date: 16 AUGUST 2016


Commissioner of Oaths
Signature & stamp


SOUTH AFRICAN POLICE SERVICE
COMMUNITY SERVICE DIVISION

Valid B-BBEE Certificate



Specific Goals, Evaluations & Maximum Points

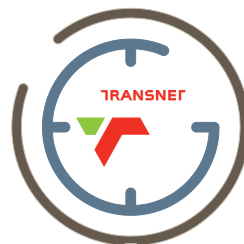


	POINTS	
PRICE	90	<p><u>RETURNABLE DOCUMENTS USED FOR SCORING</u></p> <p>Respondent's valid proof of evidence to claim points for compliance with Specific Goals' requirements as stipulated in Section 9 of this RFP:</p> <p><i>B-BBEE Level of Contributor (1 or 2)</i></p> <ul style="list-style-type: none"> <i>B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline</i> <p><i>Creation of new jobs and labour intensification</i></p> <ul style="list-style-type: none"> <i>Section 11: Job Creation Schedule Returnable documents</i>
SPECIFIC GOALS		
B-BBEE Level of Contributor (1 or 2)	3	
Creation of new jobs and labour intensification	4	
<ul style="list-style-type: none"> <i>Promotion of Exempted Micro Enterprises (EMEs) and Qualifying Small business Enterprises (QSEs) owned by black people (at least 51% black owned).</i> 	3	
Non-compliant and/or B-BBEE Level 3-8 contributors	0	
Total points for Price and Specific Goals must not exceed	100	



TECHNICAL PRESENTATION Container Corridor

08 July 2024



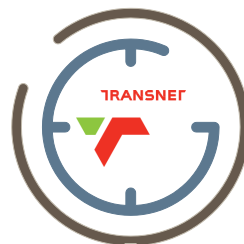
RFP – HOAC HO 44998

FOR THE PROVISION OF AN OUTCOME-BASED SECURITY (OBS) SOLUTION IN THE NORTH AND CONTAINER CORRIDORS FOR A PERIOD OF FORTY-EIGHT (48) MONTHS



TECHNICAL PRESENTATION North Corridor

08 July 2024



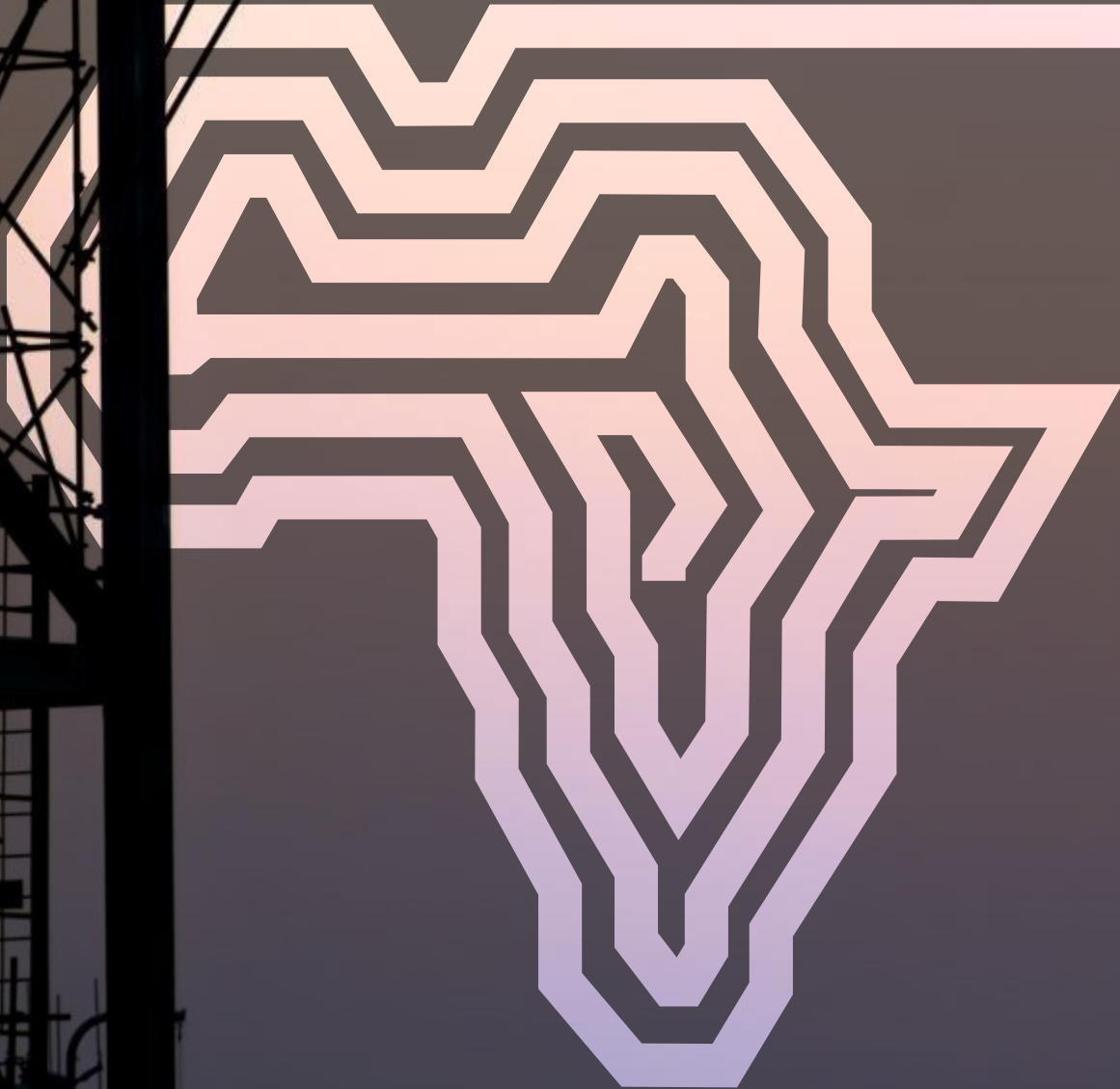
RFP – HOAC HO 44998

FOR THE PROVISION OF AN OUTCOME-BASED SECURITY (OBS) SOLUTION IN THE NORTH AND CONTAINER CORRIDORS FOR A PERIOD OF FORTY-EIGHT (48) MONTHS

TRANSNET



Thank you



QUESTIONS & ANSWERS

