

Eastern and Central Regions

Clarification Questions for RFP (Batch 2)

RFP Issue Date: 07 November 2025

RFP Closing Date: 18 November 2025

1. About the subcontracting item on the RFP. Does it refer to subleasing or the appointment of a local subcontractor and is it mandatory when submitting a proposal?

Answer: No, it is not mandatory to sublease or appoint a subcontractor. However, if you refer to Price and Preference of the evaluation criteria, spending in the local community or local content does not pertain to subleasing. This relates to Bidder's own procurement spend and their commitment to sourcing goods and services within the local community. This includes spending during development and operations during lease period.

RFP reference: "Enterprise and Supplier Development: Which focuses on the contribution by the bidding company towards buying goods and services from local SMMEs and company's plans to supplier development and enterprise development initiatives intended to assist and accelerate growth and sustainability of enterprises owned by Black Women, Youth and PWD."

2. Are volume guarantees required for the various sidings in terms of leasing?

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Answer: No, volume guarantees are not required. Reference is made to Page 14 of the RFP: "2.4 It remains the lessee's responsibility to develop the facility and secure the requisite volumes required that underpins the investment within the current transport logistics systems, governances and legislative prescripts. The facility's scalability to the transport systems operating capabilities will be dealt with during contract negotiations. Therefore, proposals and operating models should respond to the contracted footprint."

To this end, whilst volume commitments are not used for scoring purposes, it remains an integral part of the bidder's submission in their business case.

3. Follow up question on volumes requirements: Volume guarantees were previously based on points, is it still the same in this tender? / Are volume guarantees scored by points?

Answer: No, volume guarantees are not scored any points. Refer to response to question 2

4. We kindly request an extension of the closing date for the referenced sidings from the 18th of November by at least two weeks to enable us to prepare and submit a comprehensive proposal.

Answer: Dear Bidders, your request for an extension of the closing date is noted, however, due to the urgent need to close the governance process of the expired leases, an extension can unfortunately not be granted.

5. Given the extensive nature of the queries below which have been submitted before the deadline, we request that the tender submission date for all RFPs be extended by 30 days as time will be required to review the responses from TRIM.

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Answer: Dear Bidders, your request for an extension of the closing date is noted, however, due to the urgent need to close the governance process of the expired leases, an extension can unfortunately not be granted.

- 6.
- a) How far is the portable water connection from the station?
 - b) How far is the power connection to the station?
 - c) Kindly send the S drawing with dimension.

Answer: This information can be sourced from the municipality as TRIM does not have this information at hand. Detailed information can also be arranged for during contracting stage.

7. As a general point, the commercial proposal annexures on page 3, all annexures in the document should be cross-reference to the table of contents on page 3 to ensure consistency in cross referencing the submitted documents.
- a) In Section 3 at para 3.6 (Compliance with relevant Industry Laws and Regulations and protection of information requirements, the RFP document refers to an Annexure O as a guideline. Note, no Annexure O has been provided. Please can this be provided?
 - b) Regarding page 40, the Returnable Documents include a Volume Source Confirmation (Annexure F1). Note, no Annexure F1 is provided with the RFP documents. Please can this be provided? On review of the scoring schedule, this item is not reflected, and can we therefore accept that this document is not mandatory for submitting for the bid?

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- c) Regarding Annexure J (Environmental Management Plan) includes an Environmental Screening Tool which at para 6 on page 7 requires site photographs. Are photographs required given that the site visit was non-compulsory and from the site visits attended we were informed that we could not take photographs. How should we address this requirement in the Environmental Screening Tool?

Answer:

- a) **Annexure O is not included in this round of RFPs (closing on 18 November 2025).**
- b) **Annexure F1 is not included in this round of RFPs (closing on 18 November 2025).**
- c) **Since site visits are non-compulsory, bidders are encouraged to visit sites again to obtain the required important technical information, if required, TRIM will facilitate these site visits, if not, bidders are directed to make use of Google Earth as an alternate option.**
8. Stage 3 Clarifications (Price and Preference) The sidings are mostly brownfield facilities with already established investments, and which are achieving the throughput requirements of the siding. As these leases are read in conjunction with the Network Statement, where the objective is to lower the cost of logistics for exporters, only essential investments should be considered as unwarranted / inflated investments will substantially increase the handling rate as it will have to be factored into DCG calculations. Therefore, the Handling Rate should not be included in the scoring adjudication at Stage 2 and should be included at Stage 3 adjudication as it is heavily impacted by the investment commitments yet not factored into scoring at Stage 3 which will ultimately determine the successful bidder. Specific concerns in this area are as follows:

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- a) Regarding all proposals, at para 3.7.2 on page 20 (of 50) (Investment Plan) – the investment plan is flawed against the known requirements to maintain a siding to TRIM standards which takes place on monthly rail assessment inspections together with independent assessments done to comply with the Rail Safety Regulator requirements. The amounts therefore are prejudicial as these do not need to be spent to maintain a siding in an operational and compliant manner. This applies to both the maintenance element and investment element that goes into the Discounted Cash Flow (DCF). As these are prescribed amounts, how do we deal with this when it is not linked to industry's best practices or RSR requirements? If we use the realistic figures in our DCF, will this prejudice our bid submission versus using the inflated amounts which will never be required to keep the siding operationally compliant? Note, incorrectly listing these items will prejudice the applicants as in the Stage 3 scoring chart, siding investment represents Noting the weighting system in Stage 3 is biased to investment of immovable assets which could be inflated beyond what is required.
- b) All investments should therefore be audited so that they contribute to creating additional capacity and do not impact the cost-effectiveness of supply chains, which is a stated objective of the Network Statement.
- c) Regarding the Rental Offer – the objective of the network statement is to at least achieve the market value as TRIM has determined and should therefore achieve maximum points as having inflated rentals will increase the cost of logistics for the exporter as the rental must be included in the handling rate.
- d) Regarding all proposals, in terms of BBBEE and the Preference Requirements on page 30 and 31 (of 50) and Annexure F at para 7 (Company Structure), note, as BBBEE Codes are very clear on each of these categories, to the extent that we have a fully audited BBBEE Certificate which has been independently verified, will our Level 1 status meet all criteria of this schedule and hence giving maximum points for this section? This is especially given that BBBEE Scorecard Skills Development and Enterprise and Supplier Development is measured against NPAT and not Turnover.

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Answer:

- a) The TRIM Cross Functional Evaluation Team/ Technical Competent Assessors will assess the reasonability of the maintenance cost offered by the bidders.
- b) All investments commitments made by the bidders in the RFP will form part of contract lease commitments during contracting phase.
- c) TRIM position remains that fair value for the lease of the property should be accrued to the lessor and the reduction in logistics costs in SA is a collective responsibility of all stakeholders in the value chain.
- d) The BBBEE scoring for price and preference is done by the SCM specialist in line with Procurement framework and Transnet Procurement Policy Manual.

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