

TNPA/2024/10/0013/81313/RFQ - FOR THE APPOINTMENT OF SERVICE PROVIDER(S) TO CONDUCT A REVIEW OF THE TRANSNET NATIONAL PORTS AUTHORITY (TNPA) TARIFF STRATEGY

Technical Evaluation Annexure B

Technical evaluation will be conducted out of 100 points. The Technical Evaluation criteria for this bid is indicated in tables below including the scoring system and weight allocation that will be used for the evaluation of the bids. Bidders are required to achieve a minimum threshold of 66.67 points out of 100 points to proceed to the next stage (Price and B-BBEE Specific Goals evaluation).

Table 1: Company experience

Reference Letters	No. of Letters	Points Allocation
Reference letters issued by the Bidder's previous clients for price and tariffs setting, it may include work done in the development of pricing and tariff strategies for Regulated Entities (For example, commercial ports authorities, energy sector, rail, etc). The letters should have contactable references. The letters must comply with the following criteria: • In a letterhead of company that received the services. • Signed and dated by duly authorized representative of the company. • Clearly indicate the value and duration of the project. • Brief description of the service rendered.	4 Letters or more	3
	3 Letters	2
	1 – 2 Letters	1
	No letters submitted	0
Weighting	20	

Table 2: Service provider experience in the field

Demonstrate knowledge, skills and experience in developing non-proprietary pricing models based on tariff methodologies and strategies in infrastructure industries	No. of relevant illustrations	Points Allocation
Bidder must present evidence of service rendered in the field. Evidence must be in the form of previous results or problem statements, recommendations and outcomes and impact on the pricing structure in the field.	3 or more relevant projects illustrated / presented	3
	2 relevant projects illustrated / presented	2
	1 relevant project illustrated / presented	1
	No relevant project illustrated / presented	0
Weighting	15	

Table 3: Methodology and project plan

A proposed project plan on the adopted approach and method to review the tariff strategy with deliverables, timeframes, and milestones on how the Bidder intends to achieve the objectives of the TNPA over the contract period.	Indicator	Points Allocation
Approach and method for review of Tariff Strategy The Bidder must provide details (methodology and project schedule) on how the function/service will be carried out. The submitted methodology and project plan must address at a minimum the execution of the following activities:	The bidder meets all the 4 minimum requirements	3
	The bidder meets 3 of the minimum requirements	2

1. The project plan from inception with clear milestones, timeframes and deliverables.	The bidder meets 2 of the requirements	1
2. The method for research, analysis, and preliminary findings on detailed project deliverables.	The bidder meets less than 2 of the minimum requirements	0
3. Detailed stakeholder engagement plans and support during PRSA public consultations process.		
4. Final reporting, recommendations and feedback as outlined in the scope of work.		
Weighting	10	

Table 4: Key Resources Qualifications

Key Resources	Qualifications (SAQA certificate of evaluation will be required for international qualifications)	Sub- Weighting	Points Allocation
1. Project Leader / Manager	A master's degree or higher in the field of Accounting, Finance, Economics, or a similar nature / NQF Level 9 Qualification in Accounting, Finance, Economics, Treasure or a similar nature	9	3
	Honour's degree (NQF Level 8) in the field of Accounting, Finance, Economics, Treasure or a similar nature		2
	Bachelor's degree in the field of Accounting, Finance, Economics, Treasure or a similar nature / NQF Level 7		1

	Qualification in Accounting, Finance, Economics, Treasure or a similar nature		
	Diploma in the field of Accounting, Finance, Economics, Treasure or a similar nature / NQF Level 6 Qualification in Accounting, Finance, Economics, Treasure or a similar nature / non-submission of qualifications / Irrelevant qualification		0
2. Legal Advisor	Honour's degree (or higher) in Law/NQF Level 8 in Law or Higher	4	3
	Bachelor' degree in Law/NQF Level 7 Qualification in Law		2
	Diploma in Law / NQF Level 6 Qualification in Law		1
	Qualification lower than Diploma (NQF Level 6)/ Non-submission of qualification / Irrelevant qualification		0
3. Pricing / Costing Specialist /Economic Specialist / Economist / Market Analyst	Honour's degree (or NQF Level 8) (or higher) in Regulations (Economics, Finance, Or Law), Financial modelling / Infrastructure pricing and modelling / Accounting or related	8	3
	Bachelor' degree (or NQF Level 7) in Regulations (Economics,		2

	Finance, Or Law), Financial modelling / Infrastructure pricing and modelling / Accounting or related		
	Diploma in Regulations (Economics, Finance, Or Law), Financial modelling / Infrastructure pricing and modelling / Accounting or related		1
	Qualification lower than a Diploma (NQF Level 6)/ Non-submission of qualification / Irrelevant qualification		0
4. Maritime Specialist	Honour's degree (or higher) in Maritime studies /NQF Level 8 in Maritime studies or Higher	4	3
	Bachelor's degree in Maritime studies /NQF Level 7 Qualification in Maritime studies		2
	Diploma in Maritime studies / NQF Level 6 Qualification in Maritime studies		1
	Qualification lower than Diploma (NQF Level 6)/ Non-submission of qualification / Irrelevant qualification		0
Weighting		25	

Table 5: Experience of Key Resources

Key Resources Experience	Years of Experience	Sub-Weighting	Points Allocation
1. Project Leader / Manager (Experience must be in pricing and tariffs setting and may have been involved in the development of pricing and tariff strategies for Commercial Port Authorities. It would be advantageous to have years of experience in the field of economic regulation.)	16 years and above	10	3
	14-15 years		2
	10 – 13 years		1
	Less than 10 years		0
2. Project Team (The project team must be made of key resources listed in Table 4 above). The experience must be in economic regulation, port pricing / pricing for a regulated entity, maritime, financial modelling, legal, or market analysis.	All project team members have a minimum experience of 7 years in the relevant field (as per table 4 above)	20	3
	1 project team member has years of experience of less than 7 years in the relevant field		2
	2 project team members has years of experience of less than 7 years in the relevant field		1

	More than 2 project team members has years of experience of less than 7 years in the relevant field		0
Weighting		30	

End.