



TRANSNET

delivering freight reliably

TENDER NO: HOAC-HO-40671

DESCRIPTION: FOR THE CONCESSION OF TRANSNET OWNED HERITAGE ROLLING STOCK, USE OF PERMANENT WAY AND REAL ESTATE FOR RAIL TOURISM AND FREIGHT PURPOSES ON THE GEORGE – KNYSNA BRANCH LINE IN THE WESTERN CAPE FOR A PERIOD OF UP TO TWENTY-FIVE (25) YEARS.

BRIEFING SESSION

DATE : 14 APRIL 2023@ 11h00

- ☐ **Welcome and Introduction**
- ☐ **Registration and Safety Briefing**
- ☐ **Background**
- ☐ **Purpose of the Briefing Session**
- ☐ **Corrections**
- ☐ **Tender Process**
- ☐ **Evaluation Methodology**
- ☐ **Pricing Offer**
- ☐ **Technical Requirements**
- ☐ **Transnet Stakeholder Engagement**
- ☐ **Socio Economic Outlook**
- ☒ **Questions & Answers**
- ☐ **Closure**

WELCOME AND INTRODUCTION

- ❑ Chairperson to welcome everyone in attendance and allow Transnet employees in the meeting to introduce themselves.

REGISTRATION AND SAFETY BRIEFING

- ☐ The attendance register to be circulated amongst the attendees for completion and sign-off.
- ☐ Safety protocol briefing.

BACKGROUND

The George – Knysna **branch line** is a 67 km long single-track, non-electrified railway line in the Western Cape, connecting the cities of George and Knysna

The line was declared a preserved railway line in 1992 and officially handed over to the Transnet Foundation (Heritage Preservation) in 1993.

The iconic George – Knysna Branch Line was officially closed to rail traffic in August 2006 following severe and significant flood damage to the line caused by land slippage on the Kaaiman's River Pass and general flooding in the area.

Repairing the line to acceptable standard for the safe passage of trains;

Re-instating heritage tourism passenger services on the 67 km closed branch line;

Restoring the historic Outeniqua Choo-Tjoe rolling stock tourist people mover;

Attracting rail friendly cargo back to rail such as waste, timber etc; and

Advancing the developmental and transformational objectives of this idyllic part of the world within the rural and small towns of George, Knysna and the hinterland

PURPOSE OF THE BRIEFING SESSION

- ❑ To make sure that all bidders understand what is expected of them with regards to Tender process and the Tender requirements related to Technical, Commercial and any other areas that require clarity.
- ❑ The minutes of the briefing session will be distributed to all bidders who downloaded the document and attended the non-compulsory briefing session.
- ❑ No questions will be taken during the presentation and will only be accepted under the 'Questions and Answers' session.

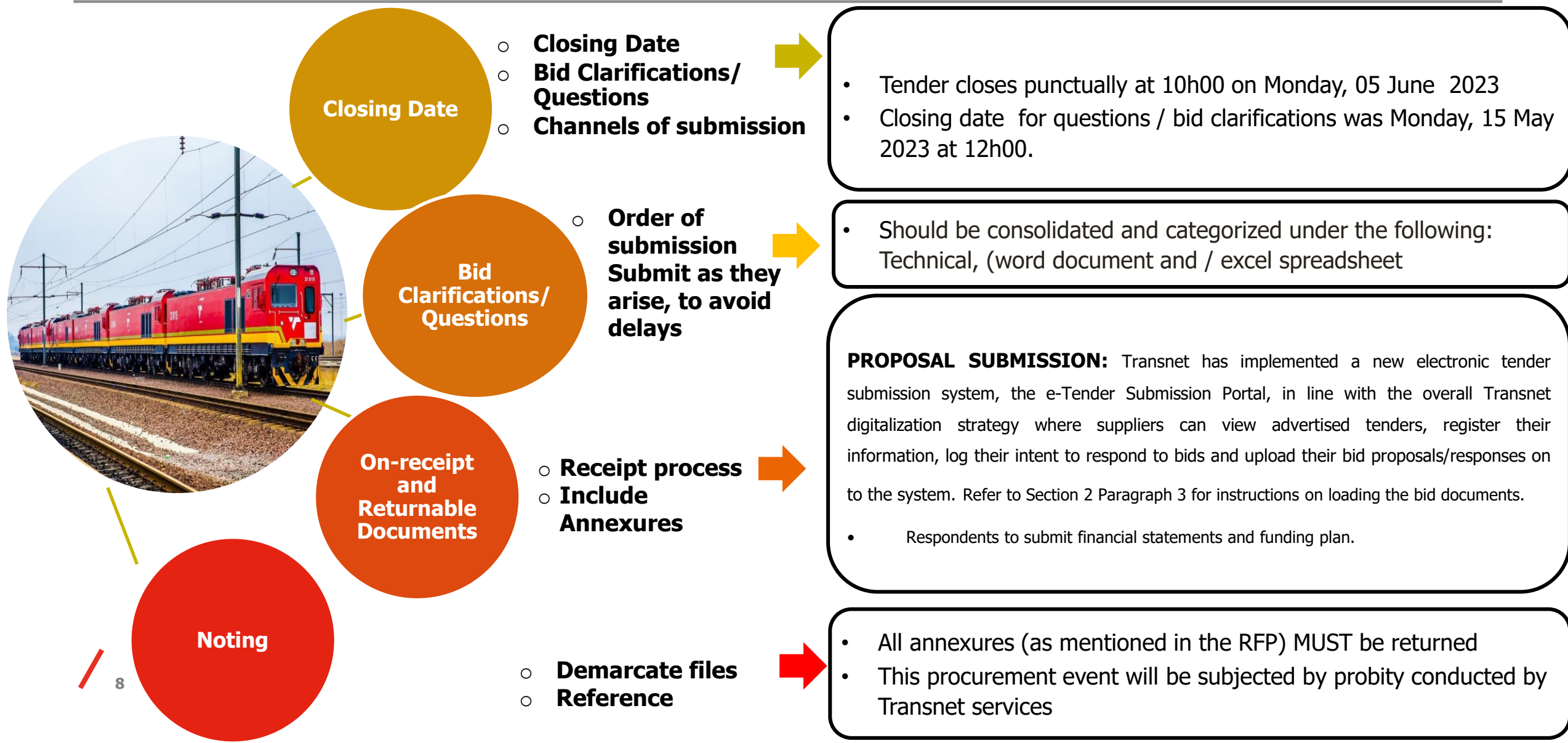
CORRECTIONS

Page of the RFP Page 6 replaced with the following changes:

- ☐ The part which made mention of compulsory briefing session has been take out.
- ☐ Attendees with an old page to be issued with an updated page in the meeting.

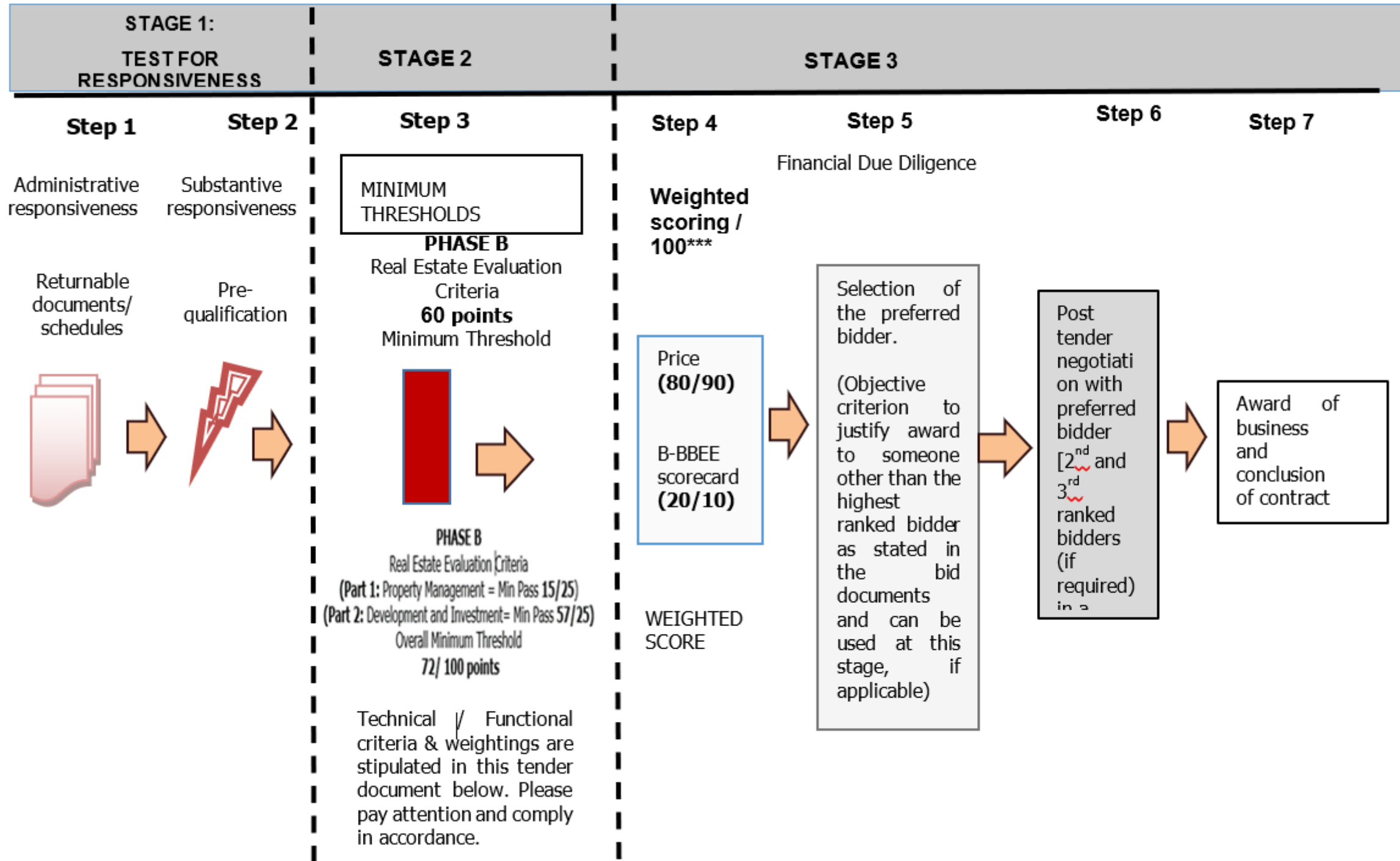
TENDER PROCESS

Notice to the Bidders



TENDER PROCESS

- ☐ Requests for Clarifications should be sent as and when they arise to prevent delays in TFR's response.
- ☐ Requests for Clarifications form to be used is on Section 8, page 39 of the RFP.
- ☐ Response to questions / bid clarifications will be sent to all Respondents.
- ☐ Respondents must ensure that all the required returnable documents are submitted with their proposals – Section 5: PROPOSAL FORM AND LIST OF RETURNABLE DOCUMENTS: Mandatory and Essential documents of the RFP.
- ☐ Respondents must ensure that they are registered with the National Treasury Central Supplier Database (CSD), this is in line with Section 2 paragraph. 13 of the RFP).



EVALUATION METHODOLOGY

- ❑ The implications of not complying to any of those steps as outlined above have been clearly stated.

NB: Evaluation of the various stages will normally take place in a sequential manner. However, in order to expedite the process, Transnet reserves the right to conduct the different stages of the evaluation process in parallel. In such instances, the evaluation of bidders at any given stage must not be interpreted to mean that bidders have necessarily passed any previous stage(s).

SECTION 4: PRICING SCHEDULE

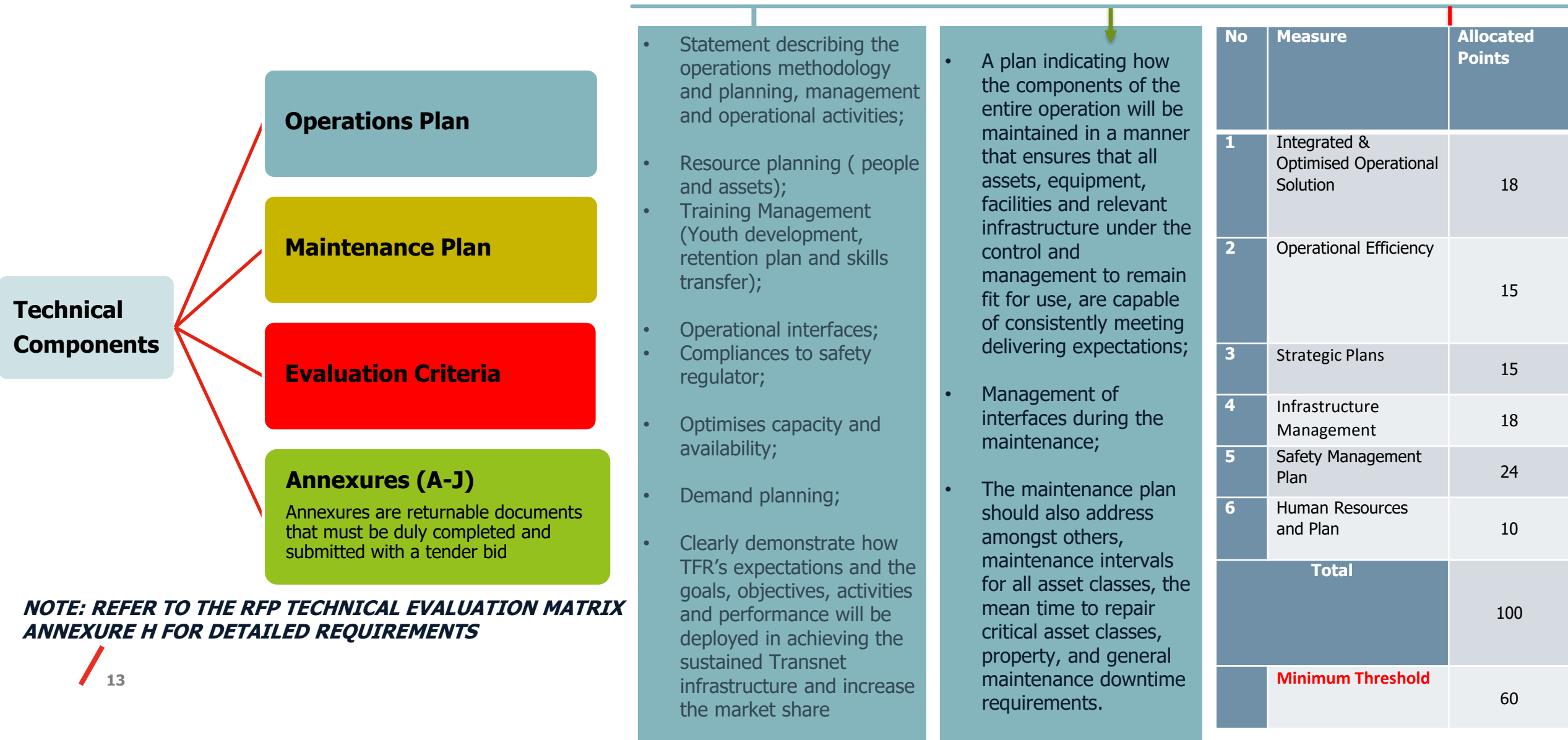
Respondents are required to complete the table below:

Item No	Description of Item	Unit	Rate
1	Proposed Concession Fee	Annual	

- The concession fee above is an indicative annual rate which will be subject to change as a result of the 25-year contract duration. Any changes to this fee/rate will be discussed and agreed to by both Transnet and the successful Respondent.
- Respondents are required to provide any applicable terms and conditions to their concession fee upfront.
- Transnet will not accept any changes to the conditions set upfront after the final agreement has been reached.

TECHNICAL REQUIREMENTS

Evaluation Matrix



NOTE: REFER TO THE RFP TECHNICAL EVALUATION MATRIX ANNEXURE H FOR DETAILED REQUIREMENTS

REAL ESTATE EVALUATION CRITERIA

Technical Evaluation Criteria	Scoring Points
PART 1: Property Management Criteria	
1. Maintenance Plan and cost	5
1.2 Facilities Management	2
1.3 Committed funding for Maintenance	4
1.4 Lease Management	5
1.5 Holding Costs Management	1
1.6 Organisational Capacity	2
1.7 Environmental Management	2
1.8 Quality Assurance	2
1.9 OHS Management	2
Total Weighting:	25
Minimum Pass Threshold	15
Failure to meet the above minimum threshold of 15 points will lead to disqualification of bid	

REAL ESTATE EVALUATION CRITERIA

Technical Evaluation Criteria	Scoring Points
PART 2: Development and Investment Criteria	
2.1 Proposed Land Use	10
2.2 Market Analysis – Local Real Estate Market	15
2.3 Value to Transnet Property	15
2.4 Refurbishment and or Redevelopment Plan	12.5
2.5 Capital Expenditure by Tenant	10
Total Weighting:	75
Minimum Pass Threshold	57
Failure to meet the above minimum threshold of 57 points will lead to disqualification of bid	
SUMMARY WEIGHTINGS	
PART 1: Property Management Criteria	25%
PART 2: Development and Investment Criteria	75%
TOTAL (PART 1 & 1)	100%
MINIMUM SCORE REQUIRED	72%

TRANSNET STAKEHOLDER ENGAGEMENT & MANAGEMENT

Transnet Recognises the Importance of Stakeholders to the Business:

The company engages with **internal** and **external** stakeholders by **building stakeholder relationships** that allow Transnet to meet the **needs** of its stakeholders, while addressing key areas of its **corporate strategy, business operations, improving risk management** and enhancing its **reputation**.

KEY PRINCIPLES OF TRANSNET STAKEHOLDER ENGAGEMENT (Why We Do It)

Inclusivity

Stakeholders participate in developing and achieving an accountable, strategic response to sustainability. Accountability to those we impact and those who have an impact on us

Materiality

Topics and indicators that reflect key economic and sustainability impacts or that may substantively influence stakeholder assessments and decisions.

Responsiveness

Response to stakeholder issues that affect our sustainability performance and is realized through decisions, actions, Performance and communication.

Accountability

Being accountable for and transparent about the impacts of our policies, decisions, actions, products and performance.

Consistency

Maintain regular and consistent communication to ensure continuity.

SOCIO ECONOMIC OUTLOOK

- The Concessionaire is expected to meaningfully impact local economic development in the areas in which it operates
- TFR has established relationships with stakeholders. The Concessionaire will be formally announced and introduced to stakeholders.

TFR-
Concessionaire
Relationship

Concessionaire
– TFR -
Stakeholders
Relationship

TFR –
Stakeholder
Relationship

Stakeholders in Area of Operation:

Provincial Government
Local and District Municipalities
Local Communities
Rail Adjacent Landowners
Local Business Formations / Associations
Potential Customers
Media

Corporate Social Responsibility

Potential Impact On:

Local community development
Education
Sport
SMME development
Employment opportunities
Skills development and training





THE END

CLOSURE

Thank You

THANK YOU

