



CONTRACT MT10/2025:

**WESTERN CAPE MOBILITY DEPARTMENT (WCMD): ALL REGIONS: PROVISIONING OF SECURITY SERVICES: 3 YEAR
FRAMEWORK CONTRACT: CLARIFICATION QUESTIONS RECEIVED FROM BIDDERS**

1 CLARIFICATION QUESTIONS AND ANSWERS

1.1 The Contract MT10/2025 stated in Clause 4 of the bid conditions the following:

"4. COMPULSORY BID CLARIFICATION MEETING AND BID ENQUIRIES

There will be no bid clarification meeting (compulsory or non-compulsory) prior to the closing of bid. However, bidders will have the opportunity to submit any questions (technical or otherwise) via email to the Purchaser's Representative as identified on the document front page and in 3.3 above. No telephonic queries will be entertained.

Deadline for enquiries will be 27 February 2026 to enable the Purchaser to consolidate a reply with answers which will be posted to the e-Tender portal where it can be accessed by all bidders. Enquiries made beyond the deadline date will not be responded to.

Bidders are required to ensure that they periodically check the e-Tender portal for any guidance and/or information provided with respect to this bidding process."

1.2 Table 1.2 below provides a list of all questions received from bidders prior to the 27 February 2025 cut-off date, with accompanying answers.

Table 1.2

No	Question	Answer
1	Can you please confirm that the only compliance documents that should be submitted with the tender documents as returnables on Schedule A7 from page 37 to 40 only, or can we also add other security related compliance documents?	Bidders can submit additional documentation for the purposes of illustration of reduced risk posed as a bidding entity, but only the compliance documentation listed in Schedule A7 is mandatory to be submitted for the bid to be responsive.
2	Bidders must be mandated to quote as per the National Bargaining Council illustrative price guide (1 March 2026 – 28 February 2027) since the bid and its validity are in this cycle. This helps compare apples with apples. Nothing in the bid document mentions what pricing method to use and this is what makes service providers (bidders) speed up and quote below bargaining council rates just to be seen as low to be "competitive". Can you advise alternatively if we should use a different Bargaining Council pricing guide or method?	The rates should be the published NBCPSS rates as advertised for the period 1 March 2026 until 28 February 2027.
3	All your "standard operational equipment" (Torches, batons, radios, electronic patrolling system etc), it is understood that each post must have the standard equipment but when it comes to the Electronic Patrolling System can't you rather include that under EQUIPMENT and specify how many we need to quote for as it makes no sense to quote the patrolling system with each Security Officer.	The Price Schedule asks for a unit cost labour rate including any and all equipment, and separation of the patrolling device from the rest of the equipment does not make sense in terms of the pricing basis. If the bidder sees this as a potential risk to itself, this risk has to be reflected and compensated for in its labour rate.

No	Question	Answer
4	We assume some District Municipalities fall outside of Area 1&2 and are Area 3 as per the illustrative guide yet there is no Area 3 price schedule attached for the pricing. This has the propensity to make bidders quote incorrect prices for some of the areas if only the one price schedule is attached. Someone quoting just for Central Karoo as an example might use Area 3 rates of the illustrative price guide and quote as such but if I am quoting for other areas including area 1 Districts, I do not have the luxury to quote Area 3 rates for Central Karoo and therefore cannot be competitive to the bidder who only bids for an Area 3 District.	The principle followed for the pricing model of this bid is based on separation of the direct labour and equipment rates from the other drivers impacting cost, which are primarily location, and the logistics involved for providing the security service. Therefore, the bidder should be able to provide a universal rate structure for the service elements irrespective of the location or distances, and then proceed to adjust the offered rates with its tendered Overheads and Profit percentage to take care of the additional risk and cost involved with the location and logistics. Please note that travel distances are measured from main town locations as stated in the Price Schedule, irrespective of where the service provider operates from. It is therefore inherent to the pricing model that a local service provider in e.g. Area 3 may have a pricing advantage in that particular area, but not anywhere else.
5	Nowhere in your Bid do we see a requirement for reference letters as part of responsive documents. I assume that this only becomes paramount at the ORA phase.	Correct.
6	Do you also need an electronic version of the Bid?	No. Only a completed and signed hardcopy printout of the official PDF bid document issued, is required for submitting a potentially responsive bid. Please refer to Clause 6 of the Terms and Conditions for bidding.
7	Can we make the Affinity health certificate non-compulsory? After inquiring with Affinity Health we've been informed that they no longer issue registration certificates directly. Instead, they provide a Letter of Good Standing via the Bargaining Council which serves as proof of registration.	Following confirmation from the National Bargaining Council for the Private Security Sector (NBCPSS) we confirm that the Affinity Health Letter of Good Standing is no longer applicable or required. The NBCPSS now issues a Confirmation of Registration and Paid-up Levies Letter which serves as proof of both levy compliance and the health insurance coverage previously verified through Affinity Health. Bidders are therefore required to submit the NBCPSS Confirmation of Registration and Paid-up Levies Letter as proof of compliance.

All of the above clarification answers form part of the Bid Conditions for this contract, and have to be taken into account when preparing a bid submission.

CD Kriegler: Deputy
Director Management
Support Services

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Deputy Director Management
Support Services
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Christiaan Kriegler

Purchaser's Representative for MT10/2025 on behalf of WCMD

Date: