

COMPULSORY

TENDER

CLARIFICATION

MEETING



DATE: 23 September 2026

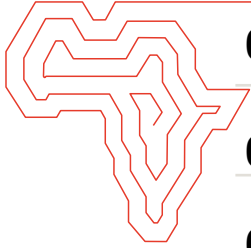
TIME: 10H00

TENDER NUMBER: TNPA/2026/09/0002/114778/RFP

DESCRIPTION OF THE SERVICES: THE DEVELOPMENT OF MAYDON WHARF PRECINCT
STRATEGY IN THE PORT OF DURBAN FOR A PERIOD OF FOUR (4) MONTHS.



AGENDA



- | | |
|-----------|---|
| 01 | Welcome & Introductions |
| 02 | Safety Induction |
| 03 | Project Overview/ Background |
| 04 | Scope of Services |
| 05 | Commercial and Tendering Procedure |
| 06 | Pricing Data |
| 07 | Enterprise and Supplier Development |
| | Technical Evaluation |
| | <ul style="list-style-type: none">• T2.2-02: Evaluation Schedule – Key Personnel Qualifications and Experience |
| 08 | <ul style="list-style-type: none">• T2.2-03 Evaluation Schedule: Approach Paper• T2.2-04 Evaluation Schedule: Company Previous Experience• T2.2-05 Evaluation Schedule: Programme |



WELCOME

&

INTRODUCTIONS

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MEETING PURPOSE AND OBJECTIVE

The purpose of this meeting is to explain the scope of works and go through the tender requirements in detail for the Request for Proposal RFP **TNPA/2026/09/0002/114778/RFP** advertised on the **17 September 2026** on e-Tender Portal which is the Transnet Website and National Treasury Portal as well.

The objective of this meeting is to:

1. Ensure that the *Employer's* objectives are well understood;
2. Building an environment for business (and projects) success.

To report any fraud, tip-offs anonymous: 0800 003 056 or transnet@tip-offs.com

- Please ensure that your cellphones are on silent mode in order not to disturb the presentation process.
- No pictures to be taken as the attendance register and presentation will be sent to all companies in attendance.



Project Overview/ Background

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PROJECT OVERVIEW/BACKGROUND

DRY BULK OPERATIONS AT THE PORT OF DURBAN

Dry bulk is handled within two (2) of the five (5) precincts in the Port of Durban, namely Maydon Wharf and Island View. Maydon Wharf is a mixed-use precinct that hosts cargo terminals handling dry-bulk, break-bulk, a limited amount of liquid bulk and a small percentage of containers. The precinct landside area is dedicated to commercial logistics and includes warehousing and transport logistics-related activities. The main types of cargo handled within the precinct are dry bulk (agricultural products), break-bulk, multi-purpose cargo and liquid bulk (high flash oils). The southern precinct of the port, the Island View precinct, is South Africa's main petrochemical hub for the import, export and storage of liquid bulk commodities (petroleum, diesel, jet fuel, chemicals etc.), however, one major terminal currently handles dry bulk (agricultural) minerals within this precinct.

DRY BULK OPERATIONS AT THE PORT OF RICHARDS BAY

The Port of Richards Bay is divided into three (3) precincts, namely, South Dunes, Bayvue and Newark. The Bayvue precinct is strategically located on the northern side of the port, and the expansion thereof is envisaged to house the increase in dry bulk volumes in accordance with the KZN Master Plans. The major commodity flows in the precinct are the export of chrome, coal and magnetite which is primarily handled in dry bulk form. Much of this material arrives via rail, is offloaded, and conveyed to several stockpiles. Various reclaim methods are used to feed conveyors and ship loaders. There are also several private terminal facilities outside of the port boundary which convey material into the terminal and feed into the ship loaders. The dry bulk and break-bulk terminals at the Bayvue Precinct are highly congested and are not performing optimally, thus, performance improvements and capacity investments are required to improve the competitiveness of the port



PORT OF DURBAN: PROPOSED LOCATION FOR THE PROJECT

The initiatives of KZN Port Master Plans are depicted below.



Figure 1: Port of Durban Master Plan



Figure 2: Port of Richards Bay Master Plan



SCOPE OF SERVICES & DELIVERABLES

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SCOPE OF SERVICES

The Service Provider shall undertake the following scope of services to develop a comprehensive, integrated, and implementable Maydon Wharf Precinct Strategy:

- 1. Status Quo Review and Baseline Assessment**
- 2. Market, Demand, Capacity and Commodity Analysis**
- 3. Strategic Analysis and Scenario Development**
- 4. Precinct Spatial Planning and Land Use Framework**
- 5. Infrastructure and Technical Framework**
- 6. Cargo Monitoring and Revenue Assurance**
- 7. Legal, Commercial, and Governance Assessment**
- 8. ESG Integration**
- 9. Implementation and Transition Planning**
- 10. Stakeholder Engagement Support**



DELIVERABLES

The Service Provider is required to submit a proposed approach paper/ methodology for the execution of this task and shall deliver to the Employer, as a minimum, the following:

- a)** Prepare an Inception Report confirming approach, methodology, and information requirements.
- b)** Deliver a comprehensive Maydon Wharf Precinct Strategy report, including vision, strategic positioning, spatial framework, mitigation to identified risks, ESG considerations, stakeholder engagement plan, and implementation roadmap.
- c)** Provide all deliverables in native, editable formats suitable for TNPA governance and approval processes.



COMMERCIAL

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TENDERING PROCEDURES AND COMMERCIAL



Tender Type:	Request For Proposal (RFP)
Tender Services of :	THE DEVELOPMENT OF MAYDON WHARF PRECINCT STRATEGY IN THE PORT OF DURBAN FOR A PERIOD OF FOUR (4) MONTHS.
RFP Number:	TNPA/2026/09/0002/114778/RFP
Tender Issue Date:	17 September 2026
Compulsory Clarification:	23 September 2026
Closing Date:	15 October 2026
Closing Time:	16H00
Tender Validity Period:	12 weeks from Closing Date



PLEASE GO TO THE NATIONAL TREASURY E-TENDER PUBLICATION PORTAL AT www.etenders.gov.za AND TRANSNET PORTAL TO DOWNLOAD ALL DOCUMENTS INCLUDING ALL ANNEXURES RELATED TO THIS PROJECT;

➤ **CLARIFICATION REGISTERS;**

➤ **ADDENDUMS.**

All communications whether general, commercial, or technical to go via the Procurement Department directed to: **Selina Mojaki email – tenderenquiriespdu@transnet.net**

All communication will be sent via a **clarification register** and will be posted on the Transnet and National Treasury Portal.

TENDERING PROCEDURE AND COMMERCIAL (CONTINUED)



- Please complete the **attendance register** and ensure that the contact details are correctly recorded (as these contact details will be used to issue all clarifications and addendums).
- Last day for Clarification – **Five working days before the closing date (09 October 2026, 16:00pm).**
- Electronic Tenders Documents must be legible.
- **Tenderers need to familiarize themselves with the Transnet e-tender portal and avoid uploading on the last day.**



TENDERING PROCEDURE

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TENDERING PROCEDURES

Tender closing date: **15 October 2026 at 16h00pm (SAST)** (South African Standard Time) via the **electronic tender submission system, the e-Tender Submission Portal.**

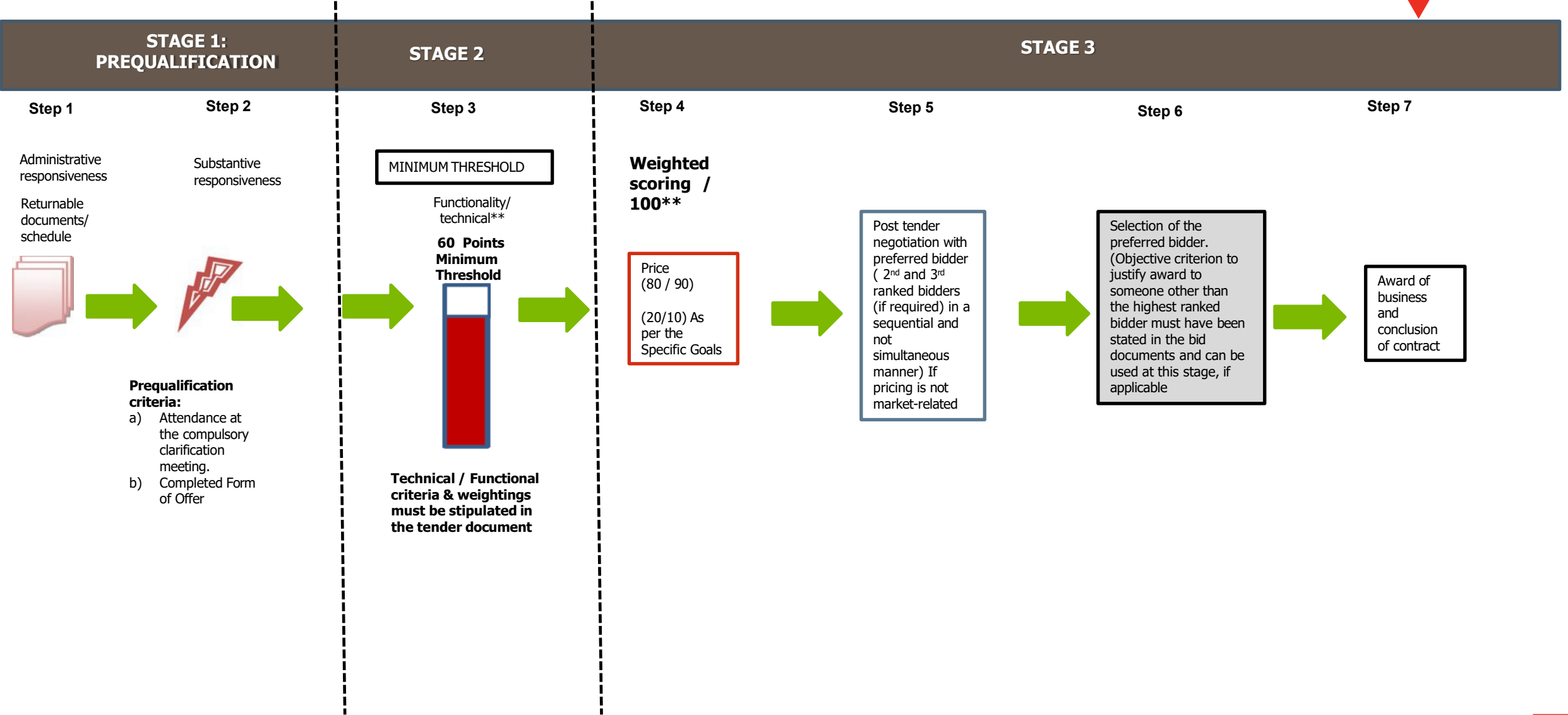
"HOW TO" GUIDE FOR BIDDERS IS INCLUDED IN THE TENDER (ALLOW TIME)

NO EXTENSIONS TO THIS DATE WILL BE ENTERTAINED

NO LATE TENDERS WILL BE CONSIDERED

All T2 Returnable documents must be signed off and submitted as part of the Tender Document

TENDERING PROCEDURE (CONTINUED)



TENDERING PROCEDURE (CONTINUED)



- The tenderer is required to submit all documents as stated in **C.2.23 of the tender data** and the tender offer will only be accepted if the tenderer complies with **C3.13 of the tender data** such as:
 - ✓ A valid Tax Clearance Certificate issued by the South African Revenue Services. Tenderers also to provide Transnet with a TCS PIN to verify Tenderers compliance status.
 - ✓ A valid B-BBEE Certificate from a Verification Agency accredited by the South African Accreditation System [SANAS], or an affidavit confirming annual turnover and level of black ownership in case of all EMEs and QSEs with 51% black ownership or more together with the tender;
 - ✓ Proof of registration on the Central Supplier Database
 - ✓ Letter of Good Standing with the Workmen's compensation fund by the tendering entity or separate Letters of Good Standing from all members of a newly constituted JV.
- **Please submit on a company letter head: name of company, contact numbers, contact person**



Upload of Submission:

1. Register your Intent to tender on the Tender Management Portal a.s.a.p.

2. Scan & upload the Functionality Criteria.

- ☐ T2.2-02 Evaluation Schedule: Key Personnel Qualifications and Experience – with back up
- ☐ T2.2-03: Evaluation Schedule - Approach Paper - with back up
- ☐ T2.2-04: Evaluation Schedule: Company previous Experience – with back up
- ☐ T2.2-05 Evaluation Schedule: Programme – with back up

3. Upload the full submission (this pack should be broken up in Parts as the portal upload size Is **29 Megabits**)

4. Do not compress your submission, as we might not be able to read your submission. Rather break your submission up into Parts. Number them accordingly.

5. Make sure of your scanned document orientation.

6. Take screen shot of your uploads and keep safe.

7. Don't wait until the last minute to submit your tender document.



Contract Data

- ❑ NEC3 Professional Services Contract (PSC)
- ❑ Main Option A – Activity Schedule
- ❑ Secondary Clauses
 - X2: Changes in the law
 - X7: Delay damages: R3 400.00 per day at contract value
 - X11: Termination by the Employer
 - X18: Limitation of liability
 - Z: Additional conditions of contract

Start Date: 18 January 2027

Completion Date for the Whole of the *services* – 17 May 2027



Part C2: Pricing Data: Option A: Activity Schedule

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PRICING DATA - C2.2 ACTIVITY SCHEDULE

- The Tenderer details his Activity Schedule below or makes reference to his Activity Schedule and attaches it to this schedule.

- The details provided below are intended as guidelines only. Tenderers may **split or combine** activities to suit their preferred methodologies and execution strategies.

However, **payment** will only be made upon the successful completion of an activity. Where a Tenderer elects to subdivide an activity, into smaller components, payment will only become due once the activity have been completed.

- The Tenderer to read the **pricing data** in conjunction with the **works information** documents to ensure that all works stipulated by the tender is quoted for. The Activity schedule and works information both contain scope of works for this tender hence the tenderer shall read both documents to ensure that all works are covered.

Activity Description	Unit	Quantity	Rate	Total
1. Project Management and Co-ordination				
1. Convening, chairing, and preparing minutes of progress or other meetings except the kick-off meeting.	Sum	1.00		R
2. Develop programme and provide updates for the Client.				
3. Coordinate the services and deliverables provided by other service providers and/or sub-consultants associated with this contract.				
2. Strategy Development				
2.1 Status Quo Review and Baseline Assessment	Sum	1.00		R
2.2 Market Demand, Capacity and Commodity Analysis	Sum	1.00		R
2.3 Strategic Analysis and Scenario Development	Sum	1.00		R
2.4 Precinct Spatial Planning and Land Use Framework	Sum	1.00		R
2.5 Infrastructure and Technical Framework	Sum	1.00		R
2.6 Cargo Monitoring and Revenue Assurance	Sum	1.00		R
2.7 Legal, Commercial, and Governance Assessment	Sum	1.00		R
2.8 ESG Integration	Sum	1.00		R
2.9 Stakeholder Engagement Support	Sum	1.00		R
2.10 Disbursements	Sum	1.00		R
3. Final Report				
3.1 Submit Final Report with all native documents	Sum	1.00		R
Total of the Prices Excluding 15% VAT carried forward to C1.1 Form of Offer and Acceptance				R

PRICING DATA CONT...

Disbursements:

The Tenderer shall identify, list, and quantify all expenses associated with the full delivery of the Scope of Services.

For example, under **Travel, Accommodation, and Other Related Reimbursable Expenses:**

- Under **Cost per Activity**, the Tenderer shall list all applicable expenses, such as travel, accommodation, and any other related costs, together with the corresponding amounts. The approach shall be applied to all other applicable cost categories.
- Under **Frequency of Activity**, the Tenderer shall indicate the anticipated frequency of trips or occurrences associated with each activity.
- Under **Total Amount of Activity**, the Tenderer shall provide the total cost for the activity, calculated by summing all associated expenses.

The total amount calculated shall then be carried forward to the Disbursements section and included in Activity Schedule Item 2.10.

Category	Cost Per Activity	Frequency	Total Amount
1. Convening, chairing, and preparing minutes of progress or other meetings except the kick-off meeting.	Example: Travel – R1000 Accommodation – R500	2	R 6 000
2. Develop programme and provide updates for the Client.		8	
3. Coordinate the services and deliverables provided by other service providers and/or sub-consultants associated with this contract.			
2.1 Status Quo Review and Baseline Assessment	Travel – R200	1	R 200
2.2 Market Demand, Capacity and Commodity Analysis			R0
2.3 Strategic Analysis and Scenario Development			R0
2.4 Precinct Spatial Planning and Land Use Framework			R0
2.5 Infrastructure and Technical Framework			R0
2.6 Cargo Monitoring and Revenue Assurance			R0
2.7 Legal, Commercial, and Governance Assessment			R0
2.8 ESG Integration			R0
2.9 Stakeholder Engagement Support	Travel – R1000	10	R10 000
Total carried to 2.10 Disbursements			R16 200



ENTERPRISE AND SUPPLIER DEVELOPMENT (EVALUATION CRITERIA: SPECIFIC GOALS)

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Preference Points System:

Only tenders that achieve the minimum qualifying score for functionality will be evaluated further in accordance with the 80/20 or 90/10 preference points systems as described in Preferential Procurement Regulations.

- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

Evaluation Criteria	Final Weighted Scores
Price and Total Cost of Ownership	80/90
Specific goals - Scorecard	20/10
TOTAL SCORE:	100

SPECIFIC GOALS



The following preference points were allocated to selected specific goals in accordance with provision 5.7.14 of the TPPP policy

Specific Goals	Number of points (80/20 system)	Number of points (90/10 system)
B-BBEE Status Level of Contributor 1 or 2	5	3
EME or QSE 51% Black Owned Entities	15	7
Non-Compliant and/or B-BBEE level 3-8 Contributors	0	0



SPECIFIC GOALS (Contn...)

(ACCEPTABLE EVIDENCE REQUIRED FOR CLAIMING SPECIFIC GOALS)

The following Table represents the evidence to be submitted for claiming preference points for applicable specific goals in this tender:

Specific Goals	Evidence Required
B-BBEE Status Level of Contributor 1 or 2	B-BBEE Certificate / Sworn-Affidavit/ CIPC B-BBEE Certificate (in case of JV, a consolidate scorecard will be accept) as per DTIC guidelines
EME or QSE 51% Black Owned Entities	B-BBEE Certificate / Sworn-Affidavit/ CIPC B-BBEE Certificate (in case of JV, a consolidate scorecard will be accept) as per DTIC guidelines

Should the evidence required for any of the Specific Goals applicable in this tender not to be provided, a tenderer will score zero (0) preference points for that particular "Specific Goal"

Key Pointers determining the validity of Sworn – Affidavit:



**Example:
VALID
SWORN
AFFIDAVIT**

Name of deponent & ID Number

Indicate designation

Enterprise details

Indicate BO & BWO
Tick or underlined Mngt Acc or AFS

Financial Year (dd/mm/yyyy)

B-BBEE Status Level based
on Black Ownership

Commissioner of Oath
signature and date

Deponent signature and date

Commissioner of Oath Certification Stamp

SWORN A IE EXEMPTED MICRO ENTERPRISE

I, the undersigned,

Full name & Surname	SUNDHRAN NAIDOO
Identity number	7400105131089

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 / owner of the following enterprise and am duly authorised to act on its behalf:

Enterprise Name	ID S W PLANT AND CIVILS CC
Trading Name	SK PLANT AND CONSTRUCTION
Registration Number	2006/037956/23
Enterprise Address	32 PARAGON PLACE INDUSTRIAL PARK PHOENIX 1906
- I hereby declare under oath that:
 - The enterprise is 100 % black owned;
 - The enterprise is 0 % black woman owned;
 - Based on the management accounts and other information available on the 2016 financial year, the income did not exceed R10,000,000.00 (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)	☒
More than 51% black owned	Level Two (125% B-BBEE procurement recognition)	☐
Less than 51% black owned	Level Four (100% B-BBEE procurement recognition)	☐
- 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 commissioner.

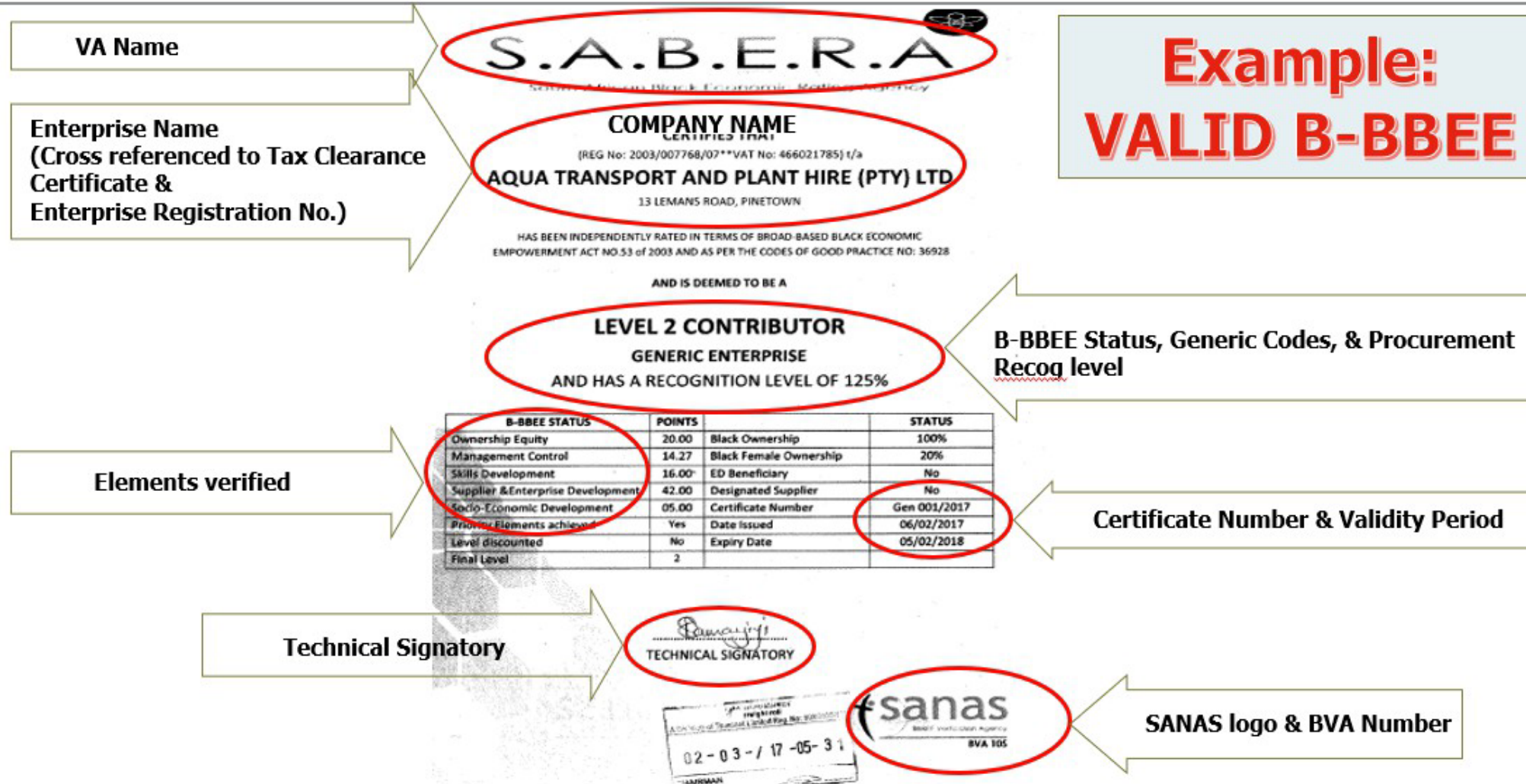
Commissioner of Oath
Signature & stamp

Deponent Signature:
Date: 16 August 2016

SOUTH AFRICAN POLICE SERVICE
COMMUNITY SERVICE CENTRE

Key Pointers determining the validity of B-BBEE Certificate:

Valid B-BBEE Certificate



Key Pointers determining the validity of CIPC B-BBEE Certificate:



dtic logo

CIPC logo

Example:
VALID CIPC B-BBEE

Bar code with tracking number

Certificate number

% of BO, BWO & TWO

Date of issue & expiry date

Bar code with enterprise number

CIPC Watermark

B-BBEE Status & Proc Recog Level

Reg. Number & Enterprise Name

B-BBEE CERTIFICATE FOR EXEMPTED MICRO ENTERPRISES

Issued by the Companies & Intellectual Property Commission (CIPC) on behalf of the Department of Trade and Industry. Based on the Financial Statements/Management Accounts and other information available on the latest financial year-end, the annual Total Revenue was R10,000,000.00 (Ten Million Rands) or less.

This Certificate serves as an Affidavit in terms of Code Series 000, Section 4.5 of the Amended Codes 2013.

Tracking Number: 9367024326 Enterprise Number: K2017267673

B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION

B-BBEE INFORMATION

Certificate Number	9367024326
Total Number of Shareholders	ONE (1) SHAREHOLDER(S)
Number of Black Shareholders	ONE (1) BLACK SHAREHOLDER(S)
Number of White Shareholders	ZERO (0) WHITE SHAREHOLDER(S)
Black Ownership Percentage	100% BLACK OWNERSHIP
Black Female Percentage	100% BLACK FEMALE OWNERSHIP
White Ownership Percentage	0% WHITE OWNERSHIP
B-BBEE Status	B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION
Date of Issue	01-June-2022
Expiry Date	31-May-2023

- Unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution: 0%
- Black people who are youth as defined in the National Youth Commission Act of 1996: 100%
- Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act: 0%
- Black people living in rural and under developed areas: 0%
- Black military veterans who qualify to be called a military veteran in terms of the Military Veterans Act 18 of 2011: 0%

ENTERPRISE INFORMATION

Registration number	2017 / 267673 / 07
Enterprise Name	JOEL MARK (PTY) LTD
Registration Date	19-June-2017
Enterprise Type	Private Company
Enterprise Status	In Business

Physical Address: the dti Campus - Block F 77 Mentjies Street Sunnyside 0001
Postal Address: Companies P O Box 429 Pretoria 0001
Dooex: 256 Web: www.dpc.co.za Contact Centre: 086 100 2472(CIPC) Contact Centre (international): +27 12 394 9500

(continued)



- ☐ Name/s of deponent as they appear in the identity document and the identity number.
- ☐ Designation of the deponent as either the director, owner or member must be indicated in order to know that person is duly authorized to depose of an affidavit.
- ☐ Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- ☐ Percentage of black ownership, black female ownership and designated group.
- ☐ Indicate total revenue for the year under review and whether it is based on audited financial statements or management account.
- ☐ Financial year end as per the enterprise's registration documents, which was used to determine the total revenue.
- ☐ B-BBEE Status level. An enterprise can only have one status level.

(continued)



- ☐ Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- ☐ Date deponent signed and date of Commissioner of Oath must be the same.
- ☐ Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.
- ☐ In case of Joint Ventures, a Venture Agreement SANAS approved B-BBEE certificate must be submitted. The individual company sworn Affidavits/certificates will not be considered for JV's.
- ☐ Letters from the verification agency stating that the bidder is on the process of being verified will not be acceptable.
- ☐ The B-BBEE certificate/affidavit must be submitted on the date and time of closing of tender.



TECHNICAL EVALUATION SCHEDULE

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KEY PERSONNEL QUALIFICATIONS AND EXPERIENCE

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KEY PERSONNEL QUALIFICATIONS AND EXPERIENCE (30 POINTS)

Returnable Schedules:

Please describe the management arrangements for the works and the tenderer is to take note that evaluation of this schedule will be referred to **T2.2-02**.

Comprehensive CVs should be attached to this schedule:

As a minimum each CV should address the following, but not limited to;

- i) Personal particulars;
- ii) Qualifications (degrees, grades of membership of professional societies and, all these certificates are to be attached);
- iii) Skills;
- iv) Name of current employer and position;
- v) Overview of post graduate experience (year, organisation, position and responsibilities); and
- vi) Outline of recent assignments / detailed experience that has a bearing on the scope of work.

Item	Key Personnel	Qualifications	Experience
1	Project Manager	NQF Level 7 qualification in Engineering and/or Built Environment.	Greater than 8 years relevant experience.
2	Port and Marine Infrastructure Specialist	NQF Level 7 qualification in Engineering and/or Built Environment.	Greater than 8 years relevant experience.
3	Dry Bulk and Liquid Bulk Commodity Specialist	NQF Level 7 qualification in Economics, Engineering, Logistics or Business.	Greater than 8 years relevant experience.
4	Break Bulk/ Multi-Purpose/ Container Commodity Specialist	NQF Level 7 qualification in Economics, Engineering, Logistics or Business.	Greater than 8 years relevant experience.
5	Road, Rail and Logistics Expert	NQF Level 7 qualification in Engineering (Civil/Transport).	Greater than 8 years relevant experience.
6	Port and Terminal Specialist	NQF Level 7 qualification in Engineering (Civil specialising port in planning), Maritime Logistics, Town Planning or Port Management.	Greater than 8 years relevant experience.

Refer to page 203 in the RFP



KEY PERSONNEL QUALIFICATIONS AND EXPERIENCE (30 POINTS)

The scoring of the Management & CVs of Key Persons will be as follows:

Weight		Score 100	Score 80	Score 60	Score 40	Score 20	Score 0
Total Points (30)							
Project Manager (4 points)	Qualification (2 points)	NQF Level 9 or higher qualification in Engineering and/or Built Environment and proof thereof	NQF Level 8 qualification in Engineering and/or Built Environment and proof thereof	NQF Level 7 qualification in Engineering and/or Built Environment and proof thereof	NQF Level 6 qualification in Engineering and/or Built Environment and proof thereof	NQF Level 5 qualification in Engineering and/or Built Environment and proof thereof	Tenderer has not submitted relevant qualifications /has submitted irrelevant qualifications
	Experience (2 point)	Greater than or equal to 12 years relevant experience	Greater than or equal to 9 years but less than 12 years relevant experience	Greater than or equal to 8 years but less than 9 years relevant experience	Greater than or equal to 6 years but less than 8 years relevant experience	Greater than or equal to 5 years but less than 6 years relevant experience	Tenderer has not submitted CV and/or less than 5 years relevant experience
Port and Marine Infrastructure Specialist (4 points)	Qualification (2 points)	NQF Level 9 or higher qualification in Built Environment and proof thereof	NQF Level 8 qualification in Built Environment and proof thereof	NQF Level 7 qualification in Built Environment and proof thereof	NQF Level 6 qualification in Built Environment and proof thereof	NQF Level 5 qualification in Built Environment and proof thereof	Tenderer has not submitted relevant qualifications /has submitted irrelevant qualifications
	Experience (2 points)	Greater than or equal to 12 years relevant experience	Greater than or equal to 9 years but less than 12 years relevant experience	Greater than or equal to 8 years but less than 9 years relevant experience	Greater than or equal to 6 years but less than 8 years relevant experience	Greater than or equal to 5 years but less than 6 years relevant experience	Tenderer has not submitted CV and/or less than 5 years relevant experience

**An Example:
Refer to page 46
– 48 in the RFP**



Approach Paper

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APPROACH PAPER EVALUATION SCHEDULE (30 POINTS)

The approach paper shall include as a minimum but not limited to the following key activities (the Consultant must refer to the works information for a full description of the Scope of Services):

1. Status Quo Review and Baseline Assessment Prefeasibility design development approach
2. Market, Demand, Capacity and Commodity Analysis
3. Strategic Analysis and Scenario Development
4. Precinct Spatial Planning and Land Use Framework
5. Infrastructure and Technical Framework
6. Cargo Monitoring and Revenue Assurance
7. Legal, Commercial, and Governance Assessment
8. ESG Integration
9. Implementation and Transition Planning
10. Stakeholder Engagement Support



APPROACH PAPER EVALUATION SCHEDULE CONT....

The scoring of the approach paper will be as follows:

Elements to be included:	Total Points (30)	Approach Paper
Approach Paper for the Development of Maydon Wharf Precinct - Outline of proposed approach Outline of proposed approach and sequencing for the development of the Maydon Wharf Precinct Strategy - Detailed method statement and technical approach to include a plan to address all items covered in Part C3 (Scope of Work) - Demonstrate an understanding of the project objectives	Score 0	The Tenderer has not submitted an Approach Paper or inadequate information to determine a score.
	Score 20	The technical approach/methodology covers one or two (1 or 2) of the key activities required.
	Score 40	The technical approach/methodology covers three or four (3 or 4) of the key activities required.
	Score 60	The technical approach/methodology covers five, six or seven (5, 6 or 7) of the key activities required.
	Score 80	The technical approach/methodology covers eight or nine (8 or 9) of the key activities required.
	Score 100	The technical approach/methodology covers all ten (10) key activities required.

Refer to page 50 in the RFP



COMPANY

PREVIOUS

EXPERIENCE

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COMPANY PREVIOUS EXPERIENCE SCHEDULE (20 POINTS)



Bidders are required to demonstrate their experience in the delivery of similar services, and to this end, shall supply a sufficiently detailed reference list with contact details of existing clients and also indicate their previous experience of transaction advisory services. *The Service Provider is to attach reference letters of completion or completion certificate as evidence.*

Signed reference letter(s) from clients/ entities or a verifiable Portfolio of Evidence indicating similar Services rendered must be provided. Reference Letters indicating similar work done for Port Master Plans/Precinct Plans/Strategies would be an added advantage.

The entities'/ clients' signed reference letter(s) or verifiable Portfolio of Evidence must be provided on the Clients' letterhead and must confirm the work performed with specific reference to the project, project value, company involvement, value portion of involvement and clear indication of client impression.

N.B. No Third-Party experience will be considered in this regard, references must be addressed to the Tenderer's company and be indicative of the Tendering company's experience.

COMPANY PREVIOUS EXPERIENCE SCHEDULE CONT... (20 POINTS)



The scoring of the tenderer's previous experience will be as follows:

TotalPoints (20)	Experience and Track Record
Score 0	The bidder has submitted no or inadequate information provided to determine a score
Score 20	The bidder has demonstrated the successful completion of one (1) similar project in the last 5 years. The bidder has provided at least one (1) verifiable reference (or Portfolio of Evidence), however, limited experience in providing port planning/strategies services is evident. The bidder and has not dealt with the critical issues specific to the assignment.
Score 40	The bidder has demonstrated the successful completion of two (2) similar projects in the last 5 years. The bidder has provided two (2) verifiable references or (Portfolio of Evidence) and demonstrates less than satisfactory experience in providing port planning/strategies services. The bidder has limited understanding in terms of the critical issues specific to the assignment, and experience does not sufficiently relate to the dry bulk and break bulk/multi-purpose sectors.
Score 60	The bidder has demonstrated the successful completion of three (3) similar projects in the last 5 years. The bidder has provided three (3) verifiable references or Portfolio of Evidence) and demonstrates satisfactory experience in providing port planning/strategies services. The bidder has reasonably dealt with the critical issues specific to the assignment, and experience does not sufficiently relate to the dry bulk and break bulk/multi-purpose sectors.
Score 80	The bidder has demonstrated the successful completion of at least four (4) similar projects in the last 5 years. The bidder has provided four (4) verifiable references (or Portfolio of Evidence) and demonstrates good experience in providing port planning/strategies services. The bidder has successfully dealt with the critical issues specific to the assignment, has an in-depth understanding of the dry bulk and break bulk/multi-purpose industries and has executed work across the port value chains specific to these sectors.
Score 100	The bidder has demonstrated the successful completion of at least five (5) similar projects in the last 5 years. The bidder has provided at least five (5) verifiable references (or Portfolio of Evidence) and demonstrates outstanding experience in providing port planning/strategies services. The bidder has successfully dealt with the critical issues specific to the assignment, has an in-depth understanding of the dry bulk and break bulk/multi-purpose industries and has executed work across the port value chain specific to these sectors.

**Refer to page 53
in the RFP**



PROGRAMME SCHEDULE

TRANSNET



PROGRAMME SCHEDULE EVALUATION SCHEDULE (20 POINTS)



The Tenderer submits a detailed Level 4 Gantt chart programme that sets out timelines for the project milestones, guides resource allocation, and help manage potential project risks to provide the required services. The proposed **programme** shall **include** but not limited to the following:

- a) Level 4 Programme
- b) Logical Sequence
- c) Critical path
- d) Milestones and deliverables
- e) Time Risk Allowance

The scoring of the Programme will be as follows:

Total Points (20)	Programme Structure (10 points)	Overall Programme Duration (10 points)
Score 0	Tenderer has not submitted a programme to evaluate, or their programme does not meets outlined requirements (a to e)	Tenderer has not submitted a programme to evaluate
Score 20	Tenderer has submitted a proposed programme that meets one (1) outlined requirement (a to e)	Project duration is 7 months and more.
Score 40	Tenderer has submitted a proposed programme that meets two (2) outlined requirements (a to e)	Project duration is more than 6 months but less than 7 months.
Score 60	Tenderer has submitted a proposed programme that meets three (3) outlined requirements (a to e)	Project duration is more than 5 months but less than or equal to 6 months
Score 80	Tenderer has submitted a proposed programme that meets four (4) outlined requirements (a to e)	Project duration is less than or equal to 5 months but more than 4 months
Score 100	Tenderer has submitted a proposed programme that meets five (5) or more outlined requirements (a to e)	Project duration is 4 months or less

Refer to
page 55
in the
RFP

CLOSING REMARKS



Recap - Highlight Key areas of the tender document and tendering procedures

Certificate of Attendance & Register to be signed

All queries to be addressed to : tenderenquiriespdu@transnet.net





Thank you!

