TRANSNET

rail infrastructure manager

# RFP Clarification Questions and Responses

## HOAC-HO-53440 FOR THE PROVISION OF CONSULTANCY SERVICES ON THE DEVELOPMENT OF A REGIONS NATIONAL OPERATIONS AND FUNDING STRATEGY FOR THE TRANSNET RAIL INFRASTRUCTURE MANAGER FOR A PERIOD OF SIX (6) MONTHS

# RFP Questions and Answers

**Q1a.** Will market forecast and analysis for all the corridors be an expected deliverable from the consultant or is there an agreed upon for Transnet volumes that will be given to the consultant?

**Q1b.** During the project, will the Transnet team provide existing Transnet market forecasts for key commodities and rail corridors to the successful consultant, or will the consultant need to develop these?

**Answer: Information to support the market forecast for all corridors will be provided where available. Where there are gaps, TRIM will work with the Consultants to close these or make appropriate assumptions.**

**Q2a.** Will the successful consultant be given access to TRIM financial model or historic cost data (3-5 years)?

**Q2b.** During the project, will the Transnet team provide the existing and historical cost structure (ABC costing, financial statements, cost structure) of the TRIM organization (separate from the broader Transnet organisation) to the successful consultant?

**Answer: Draft Financial Models will be made available. However, the consultant is expected to augment based on their expertise and experience. The financial statement will be made available to the successful bidder.**

**Q3a.** The capital expenditures, is it expected that the successful consultant, needs to validate them, estimate them or are they given to the consultant as an input?

**Q3b.** During the project, will the Transnet team provide existing TFROC, TRIM and other Transnet Rail Capital Expenditure plans and strategies to the successful consultant for validation or will the consultant be expected to develop these?

**Answer: The capital expenditure required will be provided by TRIM based on the last conducted condition assessment on the rail network however, the consultants will be required to validate TRIM's estimates where possible given available time. TRIM will not provide TFR Operating Company's or any other TOC's information and financial statements.**

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**Q4.** Can we as consultants provide a list of all the requirements? It is quite important, especially in the pricing front. Is it OK if we just provide Transnet with all the requirements that we would need as consultants and then Transnet can then state whether or not you'll be able to provide that information or not, in order to put together our pricing/bid response with respect to the scope of work, as accurate as possible.

**Answer: Yes, you can. Once received, TRIM will make a determination and respond.**

**Q5.** There's notes to pricing that respondents are to note that if the price offered by the highest scoring bidder is not market related, Transnet may not award the contract to the respondent. How do you determine market-related in this RFP?

**Answer: Transnet conducts a price market analysis by utilising the DPSA rates as a base, further considers inflation and other economic changes over the period.**

**Q6.** Will Transnet provide an estimated budget or hours?

**Answer: The budget or hours will not be provided. Each bidder must determine the cost and the hours based on the analysis of the scope and their methodology.**

**Q7.** The latest Rates for Consultants published on the DPSA website are for 1 July 2020. Please confirm whether applying CPI on the 2020 DPSA rates to get a 2025 rate is acceptable?

**Answer: DPSA has not issued any official update or directive regarding the escalation of rates. Given that the latest available DPSA rates are from 2020 and there have been no official updates or new rates published since then, it would be practical to consider escalating these rates to 2025 to reflect inflation and other economic changes over the period.**

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**Q8.** Transnet is an engineering organisation in Logistics, however Transnet requirements are heavily focused on financial people and lightly focused on engineer people. Can you broaden the requirements of the people who are defined in the RFP? You don't need engineers with MBAs to be able to be lead consultants here, you need people with experience.

**Answer: The Lead Consultant qualifications does not solely require a financial degree, a business related PHD in Commerce & or Logistics or Engineering plus MBA are also stated.**

**Q9.** The ToR specifies educational requirements for team members including "Business related PHD in Commerce & or Logistics or CA or CFA or Engineering plus MBA" for Lead Consultants. Could you please clarify the following:

- Are engineering degrees (Civil, Industrial, Mechanical, etc.) all considered acceptable qualifications?
- Would Bachelors/Masters in Logistics and Engineering alone qualify, if combined with 10+ years post-qualification professional experience?
- Is the MBA specifically required in addition to other qualifications?

**Answer: Yes, Civil, Mechanical & Industrial etc. Engineering Degrees will be considered. A Masters Degree combined with a 5+ years experience will be considered for the Senior Consultant and a Bachelors degree with 3-5years experience will be considered for the Junior consultants. Yes, the MBA is additional to other qualifications.**

**Q10.** Assigned references on client Letterheads - a lot of clients are not willing to provide this in the format requested. Is there any alternative to those letters that would be acceptable?

**Answer: Only case studies or acknowledgement of similar scope of work done in the client's letterhead will be accepted.**

**Q11.** Is it possible to extend the closing date in order to obtain necessary approvals from our clients?

**Answer: TRIM has resolved to extend the closing date from 11 July 2025 to 25 July 2025.**

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**Q12.** According to the ToR, bidders are required to present case studies demonstrating work "done in companies with an individual minimum turnover of >$0.845bn/R15bn" for maximum scoring. Could you please clarify:

- If a bidder has extensive relevant rail infrastructure experience but with clients below this turnover threshold, will partial points be awarded?
- Would you consider non-private sector entities (e.g., national infrastructure projects, major SOEs, or public sector rail operators) and/or even if the specific client entity falls below the turnover threshold?
- What if turnover of client is confidential?

**Answer: No partial points on turnover will be awarded. Both Private and Public companies will be considered provided they meet the turnover requirement. If the data for the client is strictly confidential and cannot be shared, it will result in the bid obtaining the minimum score for the element.**

**Q13.** Please confirm if participation in this bid precludes us from participating in the PSP Corridor RFPs expected to come to market?

**Answer: No exclusivity requirement as set out above will be required but the bidder will be held to confidentiality and non-disclosure requirements as it relates to the Operations Strategy, Financial Analysis and Funding Strategy development and all related information. The confidentiality and non-disclosure requirements is set out in the bid documents and will also be contained in the subsequent agreement between the parties.**

**Q14a.** During the project, will the Transnet team provide existing projected TFROC tariff forecasts to the successful consultant?

**Q14b.** During the project, will the Transnet team provide TFROC's tariff setting strategy and profit goals? This input is essential to understand TRIM's own pricing constraints and strategies.

**Answer: TRIM will not provide TFR Operating Company's or any other TOC's information and financial statements. Only TRIM related information will be provided.**

# RFP Questions and Answers

**Q15.** The RFP states 17 total team members in the pricing schedule. Can Transnet please confirm whether bidders are allowed to propose their own team structures which may result in smaller teams of more senior and capable resources?

**Answer: The resource number provided are a guideline. The bidder must provide the appropriate resources to ensure the timely execution of the outlined scope areas. The bidding entity has the discretion to determine how it sources its resources at the appropriate grades.**

**Q16.** For the company Experience part: Would it be sufficient to provide signed reference letters authenticated by our clients on their letterhead that clearly outline the scope and outputs for each project? Or could you please be specific what is meant by a 'case study' from your view?

**Answer: The requirement is a minimum of 3 case studies that outline the bidder's experience in the execution of the project scope, signed and authenticated by clients on their letterhead. The bidders can submit reference letters. The letter needs to cover the scope elements of this RFP and the requirements as stated in the evaluation criteria.**

**Q17.** With regards to the Lead advisor: Is it compulsory for them to have a PhD or will 20 years' experience from someone with a bachelor's degree suffice?

**Answer: Qualifications are non-negotiable. The requirements for the Lead Advisor are either a Business-related PhD in Commerce/Logistics or CA/CFA, or a B Degree in Engineering plus an MBA, and a minimum of 10 years of experience. Bidder is advised to respond to the requirements as they are and note the Technical evaluation criteria.**


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THANK YOU