



TRANSNET NATIONAL PORTS AUTHORITY

TENDER NO: TNPA/2023/04/0015/28248/RFP

**APPOINTMENT OF A SUPPLIER FOR THE SUPPLY AND DELIVERY OF FIRE
AND EMERGENCY SERVICE VEHICLES WITH APPLIANCES AND
ACCESSORIES FOR THE PORTS OF CAPE TOWN, EAST LONDON, NGQURA,
PORT ELIZABETH AND SALDANHA**

**COMPLUSORY BRIEFING SESSIONS HELD AT 10:00 ON MONDAY,
8 MAY 2023 AT TFR JOHANNESBURG AND AT 10:00 ON FRIDAY, 12 MAY
2023 AT THE PORT OF CAPE TOWN, SUPPLY CHAIN BOARDROOM.**

1. **ATTENDANCE**

TNPA Representatives

Vuyolwethu Henene	Procurement
Sisanda Msi	Procurement
Mbalenhle Gwala	Governance
Jabulani Nkanyani	Project Manager
Sazi Ndlela	Manager: Business Continuity
Lebohang Chabaku	Project Planner
Dion Quantoi	Chief Fire Officer
Lutendo Netshidzivhani	Quality Assurance Manager
Ronel Hendricks	Contract Manager

Tenderers Representatives

Johannesburg Briefing

Aviwe Mzozoyana	TFM Manufacturing (Pty) Ltd
Mphoyame Leteane	TFM Manufacturing (Pty) Ltd
Jeremy Miles	TFM Customizing
Gradwin Norman	Solid Engineering Work
Kevin Naidoo	Rural Metro EMS
Joshua McBride	Ocacile Fire Solutions
Rabalao Moalosi	SA Van Conversions
Joe Muller	Fire Raiders (Pty) Ltd
Michael v.d Heyde	Rosenbauer
Jaco vd Merve	Marce Projects (Pty) Ltd

Cape Town Briefing

Reginald Hawkins	RAMCOM
Tecla Negomo	WSM Group
Nhlanhla Nxusa	Uthuli Services
Humbulani Ravele	Talingwane Solutions
Francois Steyn	Marce
Charl Walkins	Drager SA
Samual Nkomane	Vexoscore
Lamey Shedi	Delta Nile

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2. SAFETY BRIEFING: JABULANI NKANYANI (JOHANNESBURG) SAZI NDLELA (CAPE TOWN)

- Mr. Nkanyani and Mr. Ndlela briefed all attendees on the process to be followed should there be a need to evacuate the building.

3. OPENING, WELCOME, HOUSE RULES & BRIEFING SESSIONS

- Vuyolwethu Henene opened and welcomed all attendees and confirmed if all attendees were present for the appointment of a supplier for the supply and delivery of fire and emergency service vehicles with appliances and accessories for the Ports of Cape Town, East London, Ngqura, Port Elizabeth and Saldanha.
- The issue date for this tender was the 27th of April 2023.
- No RFP document to be issued during or after the meeting. It must be downloaded from the National Treasury e-Tender Publication Portal and Transnet e-Tender Submission Portal and tender submissions must be done electronically via the Transnet e-Tender Submission portal.
- Late comers are allowed to the meeting, but information will not be repeated for them.
- The briefing session is compulsory and failure to attend will result in disqualification. The eligibility is that tenderers must attend one of the two sessions as advertised. After the meeting all attendees **must** have their Certificates of Attendance signed by the Employer's Agent, which is Vuyolwethu Henene.
- The presentation, questions and answers of the briefing session will be shared with all attendees and uploaded on both e-Tender portals, where the tender is advertised.
- The tender closing date is the 26th of May 2023 and the tender validity is 90 days from the closing date. Tenders are to observe the closure of the tender and preferably submit before the closing date in case of any technical problems, should there be any technical issues experience by the tenderers when uploading, communication must be sent to the specified agent and that will be forwarded to Transnet system advisors to assist if the issue is on Transnet side.

4. OVERVIEW OF THE RFP PRESENTATION: SISANDA MSI

- This tender includes the tendering procedures, which are the notice and invitation to tender, tender data, list of returnable schedules, form of offer, contract data, form of guarantees, pricing instructions.
 - Tenderers may tender for any of the fire and emergency services vehicles or all of them should they wish to do so. The tender submission must clearly stipulate the fire and emergency service vehicles being tendered for.
 - There are six annexures to the RFP. Annexures A to F.
 - If there is any addenda or clarification that will be issued after the briefing session,
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they will be uploaded onto the National Treasury's eTender Publication Portal and Transnet eTender Submission Portal, they will also be emailed to all attendees of the compulsory briefing sessions.

- Transnet will not be held liable if tenderers do not download the latest information regarding this RFP with the possible consequence of either being disadvantaged for disqualified.
 - Tenderers must note that they can upload up to 30 megabytes per upload, but they are permitted to upload multiple uploads but if tenderers upload one upload that is more than 30 megabytes then the system is not going to allow it.
 - Tenderers must have their taxes in order with SARS and be registered with the CSD in order to do business with a state-owned company.
 - Should the recommended Tenderer not be registered with CSD, they be given 7 working days to do so.
 - The employer's agent is Vuyolwethu Henene, all communication must be sent to vuyolwethu.henene@transnet.net.
 - Questions related to this tender are closing on the 22nd of May 2023 at 12:00 noon. Questions must be emailed to the employer's agent before then.
 - Only written enquiries will be acknowledged.
 - Tenderers are required to complete, sign and return all returnable documents for evaluation and contracting purposes.
 - The **first stage** of evaluation will be the administrative evaluation to check if all documents have been submitted.
 - The **second stage** of evaluation will be the substantive evaluation, at this stage tenderers will be disqualified should they not submit the following returnable documents with their tender document at the closing date and time of this tender:
 - The first returnable document required for pre-qualification is the certificate of attendance which had to be signed at the briefing sessions, this serves as proof that the tenderer attended one of the two briefing sessions which are mandatory; and
 - The second returnable document required for pre-qualification is the compulsory MIB Certificate (Manufacturer, Importer or Builder).
 - The **third stage** of evaluation is technical evaluation. There are four schedules that the tenderer must submit in which they will be evaluated on, namely, the customer reference letters, method statement, programme and quality management. These documents will be used for scoring purposes. Tenderers are required to pass the minimum functionality threshold by obtaining 60 points out of 100 points. Tenderers that failed to obtain 60 points will not be evaluated further. Points will not be rounded off.
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- Once the tenderer has passed the third stage of evaluation by 60 points, which is the minimum functionality threshold, they will be evaluated on technical compliance which is the **fourth stage** of evaluation. Therefore, the tenderer must return the technical compliance evaluation schedule, datasheets, drawings, photographs, and/or pamphlets as indicated in the tender document.
- In **stage five** of the evaluation the tenderer will be evaluated on either 80/20 or 90/10 preference point system (80/90 for price and 20/10 B-BBEE) , 90/10 will be used if the tenderers offer is above 50 million and the 80/20 points system will be used if the tenderers offer is 50 million and below.
- The tenderer must submit all the general returnable documents, the agreements and commitment by tenderer returnable documents, the Bonds/Guarantees/Financial/Insurance returnable documents and the contract returnable documents.
- Tenderers must have their tax matters in order, if not tenderers will get 7 working days to get their tax matters in order. Transnet cannot do any business with companies who do not have their tax matters in order.
- Tenderers must be realistic when completing the job creation schedule as this will serve as a tender's commitment which will form part of the conditions of the contract.
- Tenderers are required to sign every document of the RFP.

5. DRAFT CONTRACT: RONEL HENDRIKS AND JABULANI NKANYANI

- Tenderers must give special attention to the Insurances, clause 84.2, which the Supplier should provide.
- The Performance Bond is 10% of the total of the Prices at the Contract date and the successful tenderer will be required to submit a performance bond guarantee upon being contracted.
- An Advanced payment of 10% of Contract value will be made and an advanced payment bond must also be provided by the successful tenderer.
- Z2 Additional clause relating to Performance Bonds and/or Guarantees.

6. SCOPE OF WORK: SAZI NDLELA

- This tender aims to procure vehicles with equipment and accessories as per the following scope of work:
 - Supply and delivery of 1 x Major Pumper (Fire Engine) and 1 x Bakkie Pump to the Port of East London;
 - Supply and delivery of 1 x Major Pumper (Fire Engine), 1 x Bakkie Pump, 1 x Water Carrier, and 1 x Foam Tender to the Port of Ngqura;
 - Supply and delivery of 1 x Major Pumper (Fire Engine) and 1 x Bakkie Pump
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to the Port of Port Elizabeth;

- Supply and delivery of 1 x Major Pumper (Fire Engine) and 1 x Bakkie Pump to the Port of Cape Town; and
- Supply and delivery of 1 x Major Pumper (Fire Engine) and 1 x Bakkie Pump to the Port of Saldanha.
- The tenderer must provide comprehensive driver operator training and training must be conducted as per the specifications to a minimum of three drivers per Port. Tenderers must provide warranty commitments on the vehicles and all new appliances and accessories.
- Provide Service/ maintenance plan support.

7. TECHNICAL EVALUATION CRITERIA PRESENTATION:

Customer Reference Letters: Jabulani Nkanyani

- This criteria is 30 points out of 100.
- The reference letters must be traceable and the projects must have been delivered within the past 6 years.
- Traceable references should include clients contact details, name and number, successful delivery of any of the vehicle/s supplied and date of commission.
- The reference letter shall be on the company letterhead, signed by the responsible person.
- Each reference letter must have a date, signed by the customer, and contain: Customer company name, Company Address, Customer contact details (Email and Phone), Project Scope of work (type of vehicle/s supplied), Project Start and End dates.

Method Statement: Dion Quantoi

- This criteria is 40 points out of 100.
 - The tenderer must sufficiently demonstrate the approach/methodology that will be employed to cover the scope of the project.
 - The tenderer must provide a full breakdown of how they will Manufacture and /or Assemble and Deliver the Fire and Emergency Services Vehicles to the Ports of East London, Ngqura, Port Elizabeth, Cape Town and Saldanha in accordance with the Works information document. The full breakdown to cover the following as a minimum:
 1. Detailed methodology of Manufacturing.
 2. Detailed methodology for modification of the fire and emergency services vehicles.
 3. Detailed methodology on the assembly of the fire and emergency services
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vehicles.

4. Detailed methodology on vehicle and equipment testing.
5. License and registration of the newly assembled fire and emergency services vehicles.
6. The tenderer must also submit a comprehensive driver operator training plan. The operator training plan must match or exceed what is specified in the Works Information document.

Programme: Lebohang Chabaku

- This criteria is 10 points out of 100.
 - The Tenderer must provide a detailed plan on how the project will be conducted. Provide a well detailed plan and attach the project timeline that addresses all the scope items linked to the detailed scope of works, showing duration, showing the sequence of events, critical paths, milestones and responsible person for the work.
 - The project plan starts on the contract award date.
 - It is preferred that the vendor cater for 6 months (Fabrication, assembly, and delivery) and allow 2 months contingency for unforeseen events that may delay the project. The following is a suggested framework that can be used to draft the project plan, which must be presented as a Gantt chart using Microsoft Projects or similar
 - The Tenderer shall indicate the following:
 - Ability to execute the scope of requirements in terms of the Employer's requirements, indicating the order and timing of the implementation activities that will take place to provide the scope of requirements
 - Schedule showing Starting, Completion, Sectional Completion and Key Dates as listed in Contract Data Part One -"Data provided by the Employer" and are logically linked to activities in the schedule and to be driven by activities. All activities to be logically tied using a clearly defined critical path method (CPM)
 - All activity durations to be realistic and based on quantities and activities that can be measured in days. The calendar on the schedule should represent the actual work week/month used. e.g., weekends as nonworking periods
 - Against each activity or grouping of activities, the Tenderer indicates their "time risk allowances" and float shown. The Time Risk Allowances must be clearly defined and basis that were applied in calculating these durations. The Tenderer owns these allowances
 - At a minimum, a Level 4 Programme is developed electronically and a hard copy to be supplied with the Tender document. This Schedule development should be in MS project. Primavera would be an added advantage.
 - The level of detail on the schedule should include, but not limited to, Key Milestones,
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Sectional Completion Milestones and Close-out activities

Quality Management: Lutendo Netshidzivhani

- This criteria is 20 points out of 100.
- The tenderers should submit Quality Management deliverables that include the following:
- Valid ISO 9001:2015 and /IATF 16949 certification. Validity of these certificates will be checked.
- Contract specific Quality Control Plan. A comprehensive QCP will be acceptable only at this stage. Tenderers must ensure that applicable SANS standards are referenced, intervention points are included and the specification referenced.
- Data Pack Index. If the tenderer will be modifying their data pack index, it should include what was submitted by the OEM and information to be included by the tenderer.

Technical Compliance: Sazi Ndlela

- The Tenderer's offer (vehicles) submitted on the datasheets, drawings photographs and/or pamphlet will be evaluated against the technical specifications attached as Annexure A to D. The evaluation will be based on Annexure E technical compliance evaluation sheet.
- The Fire and Emergency Service Vehicles must comply to all the listed minimum technical compliance requirements on Annexure E
- N.B. Bidders must pay careful attention to details as listed on Annexure E. Details may include the following, but not limited to:
 - Minimum Requirements
 - Maximum Requirements
 - Acceptable Range
 - Quantities
 - Weight / Mass

8. GENERAL: SISANDA MSI

- Tenderers must read the entire tender document thoroughly, understand and sign where applicable.
 - By signing the tender document, tenderers are agreeing to everything that is specified in the tender document, they are complying with all the policies and regulations mentioned in the tender document.
 - For the tenderer that passes the pricing and B-BBEE, if there is a need for negotiations then they will be done. Should the negotiations not yield positive results, Transnet will
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go to the 2nd ranked bidder.

- TNPA reserves the right to award to multiple companies based on the offers received per vehicle.
 - All questions must be sent via a clarification request form to Vuyolwethu Henene by 12:00 noon on the 22nd of May 2023.
 - All responses will be uploaded on National Treasury and Transnet eTender portals.
 - Tenderers must regularly check the two portals.
 - Should it be deemed necessary to extend the closing date as per the requests made during the sessions, communication will be provided via an Addendum.
 - All other changes will be communicated via addendum as well.
 - An Annexure G – Guide on how to upload tenders onto the Transnet e-Tender Submission will be issued with the minutes to all bidders.
 - Tenderers must note that TNPA will be considering companies' not individual people. Should two individuals attend for one company, the company will be considered not the individuals.
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No.	Bidders Questions/Comments	TNPA Responses
1	The pricing must include the maintenance	Yes
2	The duration for the last three programme scores are not obtainable	Noted. TNPA will decide and provide a response
3	Currently the purchase of any kind of Chassis can take between 10 to 14 months from date of order that is the current problem faced therefore the 6 months duration is not obtainable	TNPA notes the comment and will take it into consideration
4	Chassis are a major problem as there currently none in the country.	That comment is noted.
4	Is the scoring on the programme a disqualifying scoring	It will not necessarily disqualify the tenderer as the scores of the other criteria's will be taken into consideration as well. The scores for all four criteria's will be added up and should the tenderer not obtain an overall score of 60 points, the tenderer will then be disqualified.
5	On the water tanker TNPA is specifying a 4x2 chassis for a 10 000L water tanker that will not work, it will have to be a 6x4 to carry 10 000L.	TNPA has noted this and will provide a response. If the tenderer could kindly write their question on email as well.
6	Is it possible to have the presentation mailed to the tenderers?	Yes, it will be shared along with the minutes.
7	What will be the turnaround time to respond to our emails?	The last briefing session is Friday the 12 th of May 2023. TNPA will thereafter prepare responses and issue those responses on Wednesday the 17 th of May 2023.
8	Submissions are the 26 th and these are key things that the tenderers need clarifications on	The closing date for questions is the 22 nd of May 2023 and closing date of the tender is 26 May 2023 at 16:00
9	The question is not the issue, the response is the issue. If the tenderers only receive responses on the 17 th of May and the tender closes on the 26 th of May, that gives the tenderers only 9 days. Planning cannot commence unless	Should tenderers have any issue with the closing date, tenderers must write this in email with the justification to vuyolwethu.henene@transnet.net . Thereafter, TNPA will decide on whether to extend the closing date or not.

	a response from TNPA is received on the aspects such as the Chassis.	
10	TNPA is heading for another non-award on this tender as the timeframes are not reasonable.	Kindly send all concerns via email with regards to timeframes and TNPA will make a decision. If there is an error on TNPA's side, it will be fixed.
11	The specifications speak to the company Marce.	The firetruck picture on the specifications is TNPA owned and the specifications were drafted by TNPA and not for Marce or speaking to Marce.
12	Writing of company or brand names in the tender document as is done in the specifications of this tender is not allowed.	That is noted.
13	The water carrier refers to seat belt configuration in the rear of the vehicle, but it also says driver plus one (1) crew member.	There should not be any people in the rear, it is a single cab.

NB! Tenderers are to take note that the closing date of the tender is Friday, 26 May 2023 @ 16:00PM

Meeting Adjourned

Signature of:

**Vuyolwethu Henene
Procurement**



Date:

17 May 2023

**Jabulani Nkanyani
Project Manager**



Date:

17 May 2023