

## Clarification Questions: BATCH 2

### North Corridor

Compulsory Tender Briefing - 5 July 2024, relating to the following tenders:

| <b>Siding</b>                 | <b>Tender number</b> | <b>Date advertised</b> |
|-------------------------------|----------------------|------------------------|
| Vandyksdrift                  | CPEX20124NC          | 26 Jun 24              |
| Voorslag (A) and Voorslag (B) | CPEX40124NC          | 26 Jun 24              |
| Rietkuil                      | CPEX60124NC          | 26 Jun 24              |
| Hlobane                       | CPEX70124NC          | 26 Jun 24              |
| Carolina                      | CPEX80124NC          | 26 Jun 24              |
| Panbult                       | CPEX90124NC          | 26 Jun 24              |
| Blackhill                     | CPEX100124NC         | 26 Jun 24              |
| Vandykdrift (Springbok)       | CPEX110124NC         | 26 Jun 24              |
| Blinkpan                      | CPEX120124NC         | 26 Jun 24              |
| Broodsynergplaas              | CPEX120124NC         | 26 Jun 24              |

1. In terms of the number of years for experience. How will a JV/Consortium be evaluated? Will it be combined? Or a leading one will be evaluated?

**Answer:**

The experience of both companies will be evaluated.

2. Will zip be acceptable when uploading?

**Answer:**

It will be acceptable if it's within the size limit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit.

3. What will be the equivalent of a Letter of Credit for a new entity?

**Answer:**

In terms of the bid document, a Letter of Credit is required in the event a company is less than 2 years old and cannot provide audited financial statements for a period of two years. New entities therefore require a Letter of Credit.

4. Which annual volumes must be utilised in the bid response as the annual volume throughput quoted in the site visit schedule differs from RFP document?

**Answer:**

Please use annual volumes from the RFP document.

5. Is there any immovable property belonging to TFR on the respective rail sidings?

**Answer:**

All the immovable property at a siding belongs to TFR. Bidders had the opportunity to inspect the property during the site visits.

6. Are water and electrical infrastructure available on the rail sidings?

**Answer:**

This differs from siding to siding. Bidders had the opportunity to inspect the water and electrical infrastructure during the respective site visits.

7. Request for Commercial Proposal (hereafter referred to as the "Bid"). In the Bid document page 24 of 47 section 5.2:

*Step Two to Seven: Minimum Threshold 70%*

*The bid with the highest investment offer per annum of the proposed lease tenure will receive the maximum points allocated to this segment. All other bids with lower investment offers will score proportionally lower. Please note additional scoring in Section 3.4.*

**Questions related to the above:**

- 8.1 Each Siding will have different investment requirements based on the operational and environmental structure of this siding, factoring in what the current lease holder has done from a leasehold improvement perspective which will transfer to TFR as immovable thus [company name] is of the view that Transnet needs to provide a more detailed investment criteria scoring method so that bidders are able to understand the complete assessment methodology to be able to address the request to achieve close to maximum points.

**Answer:**

TFR does not prescribe what the optimal operational solution should be. It is up to the bidder to design the solution and state the investment required to execute it.

- 8.2 Further to the above can the tender adjudication panel explain their current basis of scoring in that highest investment equals to maximum points, meaning if 1 bidder stipulated a sustainable investment model based on a R 100 million spend vs another Bidder with a R500 million spend how can the R500 million investment model just be given highest points if a R100 million spend still meets the required siding capex requirement?

**Answer:**

The evaluation criteria are clear.

The winning bidder will be obliged to conclude the lease agreement based on the investment that they commit to in their bid submission. Transnet will monitor delivery against committed investment during the contract management processes.

- 8.3 What are the control measures and assurances in place to mitigate the risk of early bid submissions being accessed before the 12th which could lead to a breach of confidentiality where Bidders information is exposed to 3rd parties and competitors

**Answer:**

The Transnet tender system was configured to ensure that it is not possible to access any bid submissions prior to the bid closing date. There are detailed system logs that can be audited to see who had access to the documents once the tender has closed.

8.4 Is the "Standard TFR Operational Lease Agreement" referred to in the Bid document the standard lease agreement for TFR's sidings that all lessees of TFR sidings are required to sign?

**Answer:**

Yes, that is correct.

8.5 Can TFR guarantee that [company name]'s rates will not be disclosed to any third parties?

**Answer:**

The members of the Cross Functional Evaluation Team are the only people who have access to the bid submissions. They need to sign confidentiality agreements prior to gaining access to any bid documents.

8.6 How will TFR ensure that other bidders have provided handling and storage rates for the Bid that have actually been agreed with potential customers?

**Answer:**

It is the bidder's responsibility to ensure that they provide rates that are market related. These rates form part of their commitment in the lease agreement.

During the contract management stage TFR will monitor adherence to the commitment.