



CAPE TOWN STADIUM (RF) SOC LIMITED

TENDER NO: CTS T018/2025/26

**THE APPOINTMENT OF A CONCESSIONAIRE - FOR ALCOHOLIC BEVERAGE SALES TO THE
GENERAL PUBLIC, BY THE CAPE TOWN STADIUM (RF) SOC (CTS), FOR EVENTS AT DHL
STADIUM**

DHL STADIUM

Agenda

- Welcome
- Attendance Register
- Purpose of the Tender
- Tender Evaluation Process
- SCM Compliance Evaluation
- Functionality Evaluation
- Technical Requirements
- Tender Specifications
- Pricing Instructions
- Rights Fee & Event Fee/Rebate
- Preference Schedule
- Questions & Answers
- Closure

- ☐ Please remember to sign the attendance register.
- ☐ Make sure that you write legibly, indicating your name and the company you are representing.
- ☐ If you do not view your e-mail often, please ensure to also provide an alternative e-mail address, so that you don't miss important information regarding this tender.

Purpose of this Tender

- The Cape Town Stadium (RF) SOC Limited (CTS) invites suitably qualified service providers to bid for the provision of bar and alcoholic beverage sales services for events at the DHL Stadium and any other Venues as required. The purpose of this tender is to identify and appoint a main (winning) and one alternative service provider to provide alcoholic beverage sales functions in accordance with CTS's Liquor Licenses.
- This contract forms part of the CTS's broader "Commercial Model" and the main service provider will be required to engage with other CTS Service Providers to ensure the successful execution of events.
- The contract entails the lawful sale, storage, movement, issuing, receiving, marketing/signage, reporting and any other related services of alcoholic beverages within the designated sales area.

Tender Evaluation Process

All offers will be evaluated in terms of the Conditions of Tender and the CTS SCM Policy.



The evaluation steps are as follows:

1. SCM Compliance evaluation

(i.e. verifying of all declarations, returnable schedules, CSD registration, eligibility criteria, tax matters, etc.)

2. Functionality evaluation

3. Compliance to technical requirements and overall tender specifications

4. Verification of pricing and evaluation of PPPFA Points (i.e. 80/20)

5. Negotiations with preferred bidder (if necessary)

SCM Compliance Evaluation

- **Bidders are requested to read through the Tender Conditions carefully to ensure the bid document is correctly completed:**
 - ✓ All declarations and returnable schedules must be completed and submitted
 - ✓ All supporting documentation is to be provided with the bid
 - ✓ SCM will review and perform a verification against the declaration and documentation provided, including the verification of Tender Defaulters and Restricted Suppliers.
- **Mandatory SCM Compliance documentation include:**
 - ✓ Proof of registration on the National Treasury CSD
 - ✓ Tax verification Pin/Certificate
 - ✓ Company registration documentation and number
 - ✓ Copy of Partnership/Joint Venture agreement (where applicable)
 - ✓ Fully completed pricing schedule and Form of Offer
 - ✓ Valid documentation associated with Preference Points claimed

Functionality Evaluation

The following criteria will be used to evaluate your submission >>>

The minimum qualifying score for functionality is **60** out of a maximum of **100** points.

Evaluation criteria		Available points
1.	Demonstrated track-record/experience of the tendering entity with respect to comparable projects.	45
2.	Professionalism, reliability and suitability in executing the scope of works; through the submission of a detailed Business Plan outlining how the bidder will comply to the tender requirements.	55
Maximum possible score for Quality (M _s)		100

Functionality Evaluation (continued)

The following criteria will be used to evaluate your submission >>>

The minimum qualifying score for functionality is **60** out of a maximum of **100** points.

Description of quality criteria			Maximum possible score
Bidder's Experience: Equivalent events that have been successfully managed and concluded in terms of scope and magnitude of this contract.	The number of events where the bidder was the main appointed alcohol concessionaire, where the event that had an attendance of less than 15 000 attendees/delegates/spectators in the last 24 months		35
	No events	0	
	1 - 9 events	1	
	10 – 15 events	3	
	16 or more events	5	
	The number of events where the bidder was the main appointed alcohol concessionaire, where the event had an attendance of by between 15 001 and 30 000 pax/delegates/spectators in the last 24 months		
	No events	0	
	1 - 9 events	5	
	10 – 15 events	10	
	16 or more events	15	
	The number of events where the bidder was the main appointed alcohol concessionaire, where the event had an attendance of by between 30 001 and 45 000 pax/delegates/spectators in the last 24 months		
	No events	0	
	1- 9 events	5	
	10 – 15 events	7	
	16 or more events	10	
	The number of events where the bidder was the alcohol concessionaire, where the event had an attendance of more than 45 000 pax/delegates/spectators in the last 24 months		
	No events	0	
	1- 9 events	2	
	10 – 15 events	4	
	16 or more events	5	
NOTE: For the purpose of scoring, a bidder that provides evidence of successfully servicing an event for more than 45 000 spectators will automatically be awarded points for the smaller event categories (30 001 to 45 000; 15,001 to 30,000 spectators and less than 15,000 spectators).			
Track record: Overview of the level of performance, client satisfaction and overall experience in the industry (with specific regard to the distribution of liquor); through the submission of positive client references (NB: only references for events with a minimum of 15 000 attendees/delegates/spectators will be considered acceptable).			10
No references/testimonials		0	
1 -3 references/testimonials		5	
4 – 6 references/testimonials		7	
7 or more references/testimonials		10	
Note: Only references with an average score of 70 (satisfactory) or above will be classified as positive .			

Functionality Evaluation (continued)

The following criteria will be used to evaluate your submission >>>

The minimum qualifying score for functionality is **60** out of a maximum of **100** points.

Description of quality criteria			Maximum possible score
Adequacy of Proposed Business Plan: Provide a detailed business plan based on the requirements of the tender specifications. The methodology must include a management strategy that will meet the terms and conditions of the contract.	Evidence of the following processes/explanations are identified within the Business Plan:		
	No submission / information provided		0
	Detailed Company Ownership Structure including Sub-Level Shareholding and ultimate beneficial owners. Include proposed staffing structure and organogram for managing the contract clearly defined. Police clearance certificates for all key staff intended to manage the contract must be submitted	The information provided depicts the following: Ownership and organogram included; key roles identified; partial compliance evidence (e.g., some clearances). Inclusive of the above, the information also depicts: Full beneficial ownership transparency (list of directorship/ownership); Police Clearance for key stakeholders and on-site contract management (full list of the key staff; being the Contract Manager, Shift Managers and Supervisors)	5 10
	No submission / information provided		0
	Demonstrate a clear compliant and efficient approach to liquor management including network design, storage, SOP's, POS/ Stock Management integration and level commitments.	The information provided depicts the following: Defined network and SOPs; order workflow; some POS integration; service level targets stated. Inclusive of the above, the information also depicts: Comprehensive end-to-end plan; import compliance; POS-enabled tracking and reporting; clear SLAs with escalation paths.	10 15
	Stock control mechanisms demonstrating robust inventory management, including stocktake processes and frequency, shrinkage prevention, consignment handling, and POS integration for real-time tracking and compliance and operational reporting.	Bidder is reliant on manual counts and basic stock records; limited variance reporting. Case / unit level tracking with regular variance reports and corrective actions Integrated POS with automated alerts, variance targets by category and strong loss prevention controls and monthly reports	0 10 15
	Demonstrate compliance with Operational Health and Safety requirements, including Risk Management, Legal Appointments and training as well as hygiene standards for liquor / food handling and certificate of acceptability (COA) where applicable	No proof of OHS Plan and minimal hygiene controls submitted Documented OHS and Hygiene Procedures; staff training; COA in place where required Comprehensive OHS system with legal appointments; aligned SOPs and monitoring & verification records	0 3 5
	No submission / information provided		0
	Environmental/Sustainability Policy and practices	Policy submitted/present, reflecting basic practices described across waste/energy/water; general KPIs without baselines; limited evidence or no sample reports. Comprehensive, evidence-based policy; ISO 14001/20121 (or equivalent) or independent audits; named sustainability lead; full SOP set; baseline + targets per KPI; monthly dashboard sample; confirmed downstream partners (recycler/composter/NGO); robust supplier EPR controls; clear Year-on-Year improvement plan.	5 10
			55

Slide 8

BD1 I have changed this word. We will have to issue an addendum to the tender document.

Referring to “distribution” could be confusing, seeing as we have the same wording in the LDA tender and from the briefing session its clear that multiple bidders could be interested in tendering for both.

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Tender Specifications

- Commercial Framework
 - The commercial framework includes the issuing of tenders and appointment of qualified CTS Service Providers across the following disciplines to render services and products to CTS, Event Organisers and any other Stakeholders identified by CTS:
 - Provision of Hospitality, Conferencing & Event Day Services
 - Provision of Catering Services
 - Appointment of a Pouring Rights partners
 - Appointment of Product Suppliers
 - Appointment of a Liquor Distribution Agent
 - Appointment of a Food and Non-alcoholic Beverages Concessionaire
 - Appointment of an Alcoholic Beverage Concessionaire
 - While each of these disciplines are issued as separate tenders, there is an interdependence between them and the appointed service providers (collectively referred to as CTS Service Providers). CTS Service Providers will be required to work together in the delivery of services. CTS is responsible for the management of all CTS Service Providers and does so in a collaborative and consultative manner, however CTS retains the final authority on any decision made regarding the implementation of services within the scope of its various contracts.
 - CTS hosts approximately 30 to 40 Bowl Events per year that attract between 5 000 – 55 000 spectators to each Event. Aside from Bowl Events, CTS hosts several Non-bowl Events at the DHL Stadium for which appointed CTS Service Providers may be utilised.
- Non-exclusive
 - In the execution of this contract the CTS Service Provider will have a Non-exclusive Right to provide a product or service. CTS may, at its sole discretion, elect to rent the DHL Stadium (or any other Venue) as a Clean Stadium either wholly or in part, thus enabling the Event Organiser to utilize their own liquor licence and/or suppliers. This must be considered when tendering.
 - CTS's Anchor Tenant is Stormers Rugby (Pty) Ltd. Stormers Rugby play the majority of their home senior professional rugby matches at DHL Stadium. All Anchor Tenant home matches played at the DHL Stadium are included in the scope of this contract unless there is a specific Participation Agreement that restricts the use of certain products and services.

Tender Specifications (continued)

- Cashless environment
 - The DHL Stadium and associated precincts operate as a Cashless Environment. All CTS Service Providers will facilitate all transactions via electronic means (i.e. Credit/Debit Card, EFT, Mobile App, or any other means as approved by CTS).
- Branding and signage
 - The CTS Concessionaire will ensure that designated kiosks, bar areas and any other vending/sale points comply to branding obligations and are equipped with the necessary signage to ensure that the vending/sale point is effective and legislatively compliant.
- Logistics
 - Designated sales areas have been identified within the DHL Stadium for the provision of alcoholic beverages, from which the CTS Concessionaire will be required to provide Beverage services.
 - The CTS Concessionaire will work together with CTS and other CTS Service Providers identified by CTS to develop and implement a plan that supports the sale of products.
 - The load-in and load-out processes are designed by CTS and consider various CTS Service Provider needs. The CTS Concessionaire will be required to prove the necessary information to plan and execute load-in and load-out plans in line with the Event Plan.
- Product and Service Requirements
 - The CTS Concessionaire will propose the beverage offering to be provided at each event. All proposals, pricing, quality and type of products to be sold must be approved by CTS.
 - A Consumer Price Point for all products can be recommended by the CTS Concessionaire however, the final Consumer Price Point shall be at the discretion of CTS
 - Where CTS has CTS Preferred Product Suppliers or CTS Pouring Rights Partners, the CTS Concessionaire will be required to make use of such suppliers unless instructed otherwise by CTS.

Tender Specifications (continued)

- Liquor Licence
 - CTS liquor license currently covers different areas where liquor can be sold. The Concessionaire will be required to familiarize themselves with the CTS liquor license terms.
 - the CTS Concessionaire will be required to secure all liquor from a central distribution point operated by CTS or the LDA
 - the CTS Concessionaire must ensure that they abide by all legal requirements in the dispensing of liquor to ensure there is no violation against the applicable liquor laws.
- Administration
 - CTS will require the CTS Service Provider to provide specific reporting on a monthly and/or quarterly basis.
 - CTS will not be responsible for non-payment between parties.
 - The CTS Service Provider will be required to put in place electronic systems to assist in ordering and tracking.
- Packaging
 - CTS has developed an environmental sustainability policy that aims to promote the use of “green” initiatives to Event Organisers. CTS Service Providers will be required to show a willingness to make use of environmentally sensitive packaging where possible.
 - CTS will also develop a waste management plan along with its appointed cleaning and waste management contractor. CTS Service Providers will be required to adhere to the requirements of this plan throughout the implementation of this contract.
 - The Concessionaire must ensure that the amount of product packaging used and left at the Venue when selling products to only that necessary to maintain the integrity of the product.
 - The Concessionaire is responsible for the cleaning of its designated areas and ensuring the removal of all waste to the waste rooms or skips as per the SOP.

Pricing Instructions

- All prices shall be tendered in accordance with the units specified in this schedule.
- **The pricing submitted must remain fixed for the first year of the contract period (i.e. calculated from the first month of implementation for a period of 12 months).** Pricing for years 2 and 3 of the contract will be adjusted in accordance with the conditions of Schedule 8: Contract Price Adjustment and/or Rate of Exchange Variation.
- **The quantities and frequency provided in the Pricing Schedule purely represents historical data to assist bidders in determining their proposed Rights Fee. As such, the quantities and frequency provided are purely for information purposes. CTS does not guarantee any specific quantity of work.**
- A price must be entered against all items as per the section in the Price Schedule. **An item against which no rate is entered (i.e. the line item is left blank or scratched through) may be interpreted as no offering having been submitted and will deem the entire offer for the section as non-responsive.**
- "Sales turnover" is inclusive of all revenues generated by the CTS Concessionaire through the sale of products, trading rights, vending rights, services and any other revenue generated within the scope of this tender or as a result of the execution of the contract. Sales turnover also includes any value-in-kind or any other financial benefit derived from this tender. CTS will charge 15% VAT on the final percentage payable to it.

Rights Fee & Event Fee

- The **Rights Fee** is payable annually on the anniversary date of the contract. Adjustments for Year 2 and 3 will be in accordance with Schedule 8 (Contract Price Adjustment and/or Rate of Exchange Variation).
- The **Sales Turnover** remains at 9.5% per invoice for events attended, for the duration of the contract.

Preference Schedule

- The preference points system applicable to this tender is: **80/20** – with 20 points allocated in terms of Specific Goals.
- The applicable preference system applied to this tender is >>>
- **NB:** Bidders are to provide the necessary supporting documents which align to their preference claims.

	POINTS
PRICE	80
SPECIFIC GOALS	
Points for Race	5
Points for Gender	10
Points for Disability	5
Total points for PRICE and SPECIFIC GOALS	100



All questions to be directed to:

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021-417-0161

CLOSING DATE: WEDNESDAY, 01 APRIL 2026

Closing Time: 12H00

THANK YOU

