South African Airways ('SAA")

RFQ GSM074/2026

Request for Quotation for
Aircraft Pallets Nets for a period of two (2) years.

Written Quote Form
RFQ NUMBER: GSM074/26
ISSUE DATE: 26 October 2026
CLOSING DATE: 04 November 2026 at 16:00pm
VALIDITY OF RFQ: 90 days

RFQ DOCUMENTS TO BE E-MAILED TO: tenders@flysaa.com – Limit 2MB (send in parts or via downloadable link)

Vendors should ensure that quotations are returned before the closing date and time. If the quotation is late, it will not be accepted for consideration.

SAA requests your quotation on the goods and/or services listed on the attached form. Please furnish all requested information and return your quote on/before the stipulated date.

Late and incomplete submissions may invalidate the quote submitted.

NAME OF VENDOR:

……

POSTAL ADDRESS:

……

TELEPHONE NO.:

……

CELL NO:

……

E MAIL ADDRESS:

……

CONTACT PERSON:

……

This RFQ will be evaluated on pricing, BBBEE, and functionality.

The following documents are required and must be included with your bid submission:

1. **SAA Vendor Document for domestic Refer to Annexure 1**
2. **SAA Vendor Document for International Refer to Annexure 1A**
3. **SBD 4 Document. Refer to Annexure 2**
4. **General Conditions of Contract. Refer to Annexure 3**

CONDITIONS

- All goods or services purchased will be subject to the SAA General Conditions of Contract. A copy of the said conditions is available from the local Procurement office.
- It is the responsibility of the Vendor to ensure that SAA is in possession of a valid Original Tax Clearance Certificate.
- The onus, therefore, rests on the vendor to ensure SAA receives a valid Tax Clearance Certificate, as soon as the validity of the said certificate expires.
- Where SAA does not have a valid Tax Clearance Certificate, an Original Tax Clearance Certificate must be submitted with this RFQ. Failure to do so may invalidate the quote submitted in terms of the RFQ.
- All purchases will be made through an official purchase order. Therefore, no goods must be delivered, or services rendered, before an official order/contract has been received.
- I certify that the information supplied is correct and that I have read and understood the SAA General Conditions of Contract, and I accept them.
- Further certify that all the required information has been furnished, and the relevant forms are completed, and are herewith submitted as part of the bid.

SIGNATURE OF VENDOR: _____

CAPACITY: _____

RFQ NUMBER GSM074/2026

SAA Business: Cargo

1. BACKGROUND

The objective of the procurement is to appoint a suitably qualified and experienced supplier for the manufacture, supply and delivery of aircraft cargo pallet nets required for the safe restraint and transportation of cargo on SAA aircraft. The pallet nets must be suitable for the applicable aircraft and Unit Load Device (ULD) configurations and must comply with applicable aviation, cargo restraint, safety and quality requirements.

2. SCOPE OF WORK

The appointed supplier shall be responsible for the supply and delivery of new, approved and fit-for-purpose cargo pallet nets for use with SAA's applicable aircraft pallet configurations. The supplier shall ensure that all pallet nets supplied are compatible with the pallet dimensions, fittings, attachment points and maximum allowable load requirements specified by SAA.
The scope shall include, but not be limited to:

- Source and purchase 100 new airline pallet nets with the following dimensions: 88/96” × 125” × 118”.
- Manufacture or sourcing of nets in accordance with applicable aviation cargo restraint specifications.

The bidding entity must undertake to deliver the stock **DDP (Delivered Duty Paid)** to the SAA warehouse at OR Tambo International Airport within a minimum of **twenty one (21) working days** from receipt of the Letter of Award or Purchase Order.

3. EVALUATION PROCESS & CRITERIA

Responses will be evaluated based on the Critical criteria. After qualifying, responses will be assessed against the functional criteria. Once again, after qualifying, responses will be evaluated based on Price and Preference %.

Please Note: Bidders should clearly demonstrate that they meet the criteria, as these will be used to determine Critical and Functionality scoring.

3.1 **EVALUATION PROCESS**

3.1.1 **COMPLIANCE WITH MINIMUM REQUIREMENTS**

All quotations duly lodged will be examined to determine compliance with bidding requirements and conditions. Quotations with obvious deviations from the requirements/conditions will be eliminated from further adjudication.

3.1.2 **EVALUATION OF QUOTATION**

The contract shall be awarded at the sole and absolute discretion of SAA.
SAA hereby represents that it is not obliged to award this quotation to any bidder.
SAA is entitled to **retract** this quotation at any time as from the date of issue.
SAA shall not be obliged to accept the lowest of any quotation, offer, or proposal.
All quotations will be evaluated according to the criteria, weightings, and threshold scores as indicated in 3.2 below:

3.1.3 **EVALUATION CRITERIA**

The criteria and weights referred to in paragraph 3.1 above are as follows:

Critical Criteria (Mandatory Returnable) - Phase 01

Failure to submit the necessary documents for this critical criterion will lead to bid disqualification.

CRITICAL CRITERIA: None Weighted, Mandatory requirements to be met, for the Bidder's submission to qualify for further evaluation.	**BIDDER TO INDICATE COMPLIANCE (YES/NO)**
Compliance and requirements of the relevant regulatory bodies: The Bidder must be an approved EASA certified manufacturer. ***Proof of compliance must be submitted of approval Certificate***	
Technical Data Sheet: Bidder must provide detailed technical data for the products proposed.	
Quality Assurance Certificate: The bidder must provide evidence that the product meets recognized quality standards and has undergone appropriate quality control procedures. ***The bidder must provide a valid ISO 9001 Quality Management System certificate or an equivalent, independently certified quality management standard relevant to the manufacture or supply of pallet nets.***	

Functional Criteria – Phase 02

	PHASE 2: FUNCTIONAL CRITERIA: Bidders who do not meet the threshold will be disqualified from the tender process.	**WEIGHTINGS**
1	**Compliance with technical specifications and pallet dimensions** The bidder must demonstrate that the proposed pallet nets fully comply with the required dimensions of 88/96" × 125" × 118", applicable aircraft pallet configurations, attachment points, load-restraint requirements and relevant aviation/ULD specifications. • The bidder fully complies with the required pallet net dimensions, aircraft pallet configurations, attachment points, load-restraint requirements and applicable aviation/ULD specifications. A complete technical datasheet, drawings and supporting compliance documentation are submitted – **40 points** • The bidder partially meets the technical requirements, with minor gaps in specifications (net dimensions are not fully confirmed, compatibility with the required aircraft pallet configurations is not demonstrated) – **20 points** • The bidder does not demonstrate compliance with the required technical specifications, or fails to submit sufficient documentation to evaluate the proposed pallet nets **– 0 points** ***A complete technical datasheet, drawings and supporting compliance documentation must be submitted.***	**40%**
2	**Material quality, construction, marking, labelling and tagging** The bidder must provide details of the net material, webbing, stitching, hardware, fittings and overall construction, demonstrating resistance to wear, abrasion, moisture and operational handling. Nets must carry durable and legible identification, including the manufacturer, part number, serial or batch number, date of manufacture, rated load/capacity and applicable certification or standard references. • The bidder meets all requirements for material quality, construction, durability, marking, labelling and tagging, with supporting evidence submitted **– 35 points** • The bidder partially meets the requirements, with minor gaps in material specifications, construction details, identification markings or supporting evidence- **17.5 points** • The bidder fails to demonstrate compliance with the material quality, construction, marking, labelling and tagging requirements – **0 points** ***Supporting evidence must be submitted***.	**35%**
3	**Durability in accordance with ULD regulatory requirements** The bidder must demonstrate that the pallet nets are designed and tested for repeated operational use and can safely withstand the specified restraint loads and environmental conditions. • The bidder demonstrates that the pallet nets meet durability requirements for repeated operational use and specified	**25%**

	restraint loads and environmental conditions, supported by relevant test reports and compliance documentation – **25 points** • The bidder partially demonstrates durability and compliance, with minor gaps in test reports or supporting documentation – **12.5 points** • The bidder fails to demonstrate that the pallet nets meet the required durability, restraint-load and applicable ULD safety requirements- **0 points** ***Evidence must include applicable test reports, confirmation of compliance with relevant ULD, aviation-safety and cargo-restraint requirements.***	
	Total	100%
	Threshold	70%

The minimum qualifying Functionality Threshold is 70% points. All tenders that do not meet the Functionality Threshold of 70% points will not be considered for further evaluation based on Price and Specific Goals.

PRICING SCHEDULE

The following tables should be used as a guide for the pricing proposal.
Please provide us with a quotation for the items/services specified hereunder where applicable, in accordance with the above specification.

Item No.	Qty	Description	Unit Price (Excl VAT)	Total (Excl VAT)
1	**100**	Aircraft Cargo Pallet Nets		
Total Excluding VAT				
VAT (15%)				
Total Including VAT				

PHASE 3: PRICE AND BBBEE

Details	**Points**
Price	80
Specific Goals	20

Note to bidders: The bidders must indicate how they claim points for each preference point system.)

SPECIFIC GOALS

Selected Specific Goal	**Number of points allocated (20)**
B-BBEE Level 1 and 2 (Non-Compliant and/or B-BBEE Level 3-8 contributors = 0)	10
EMEs and QSEs that are 51% or more, black owned	10
Total Points for Specific Goals	**20**

Bidders should be aware that preference points will be awarded to those who provide evidence according to the table below:

Specific Goals	Acceptable Evidence
B-BBEE	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline
EME or QSE that are 51% Black Owned	B-BBEE Certificate / Sworn-Affidavit / CIPC Certificate

Note: SAA reserves the right to conduct a verification site visit to any bidder's operating premises with whom SAA is negotiating.

Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim points for specific goals with the tender will be interpreted to mean that preference points for specific goals are not claimed.

SAA reserves the right to require a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim regarding preferences, in any manner required by SAA.

Contractual Requirements:

- TCS: The bidder must submit a valid Tax Clearance Status pin or CSD number/report for verification of tax compliance status.
- Payment Term: The Bidder supplies goods based on SAA's standard payment term of 30 days after invoice receipt. An SME may be considered, upon request and through a case-by-case assessment, for approval of a variation to the standard payment term.
- SAA retains the right to conduct due diligence, and should it be discovered that any of the directors have been charged or found to be involved in criminal activities, Bidders may be disqualified or shall be disqualified.

	Indicate Lead Time Below
Bidders are required to clearly indicate the lead time for delivery from the date of receipt of the purchase order. The stated lead time must accurately reflect the period required to prepare and deliver the goods or services in full compliance with the RFQ specifications.	

NB: Contractual requirements are not evaluation criteria. They must be met and assessed after the evaluation and ranking of the tenders. Proof that the highest-ranked tenderer can meet the contractual requirements must be submitted before contract award.
Failure to meet "Contractual Requirements "by the stipulated deadlines may result in the tenderer being regarded as nonresponsive and ineligible for contract award.

1. STANDARD CONDITIONS FOR REQUEST FOR QUOTATION

Conditions:

1.1 All prices quoted must be inclusive of Value Added Tax (VAT).
1.2 All goods/services purchased will be subject to SAA Conditions of Contract and Order, available when requested.
1.3 All prices submitted must be firm. "Firm" prices are deemed to be fixed prices, which are only subject to the following statutory changes, namely VAT.

1.4 Note: Although SAA would prefer to award this contract to a service provider, it remains at our discretion to award the functions of the manufacturing of this product to the company that will provide us with excellent & prompt service. SAA is thus not obligated to award this quote to any bidder. SAA is entitled to retract this quote at any time as of the date of issue, without any refunds whatsoever. SAA is not obligated to award this quote to the bidder that quotes the lowest.

1.5 Service, pricing, and availability will be taken into consideration.

1.6 Pricing should be given based on an individual component that would make up the solution, based on technical and functional requirements.

THE FOLLOWING MUST ACCOMPANY YOUR QUOTE

☐ SAA Vendor Document for domestic_ Refer to Annexure 1

☐ SAA Vendor Document for International_Refer to Annexure 1A

☐ SBD 4 Document. Refer to Annexure 2

☐ General Conditions of Contract. Refer to Annexure 3

IF NOT QUOTING, INDICATE SO AND RETURN EMAIL TO THE RELEVANT PROCUREMENT OFFICIAL