

For the supply, installation, maintenance and support of radio planning and spectrum management tools to Transnet Rail Infrastructure Manager (TRIM) nationally for a period of five (5) years.



Subject	NON-COMPULSORY BRIEFING SESSION
RFP Description	For the supply, installation, maintenance and support of radio planning and spectrum management tools to Transnet Rail Infrastructure Manager (TRIM) nationally for a period of five (5) years.
RFP Number	HOAC-HO-52268
Venue	Microsoft TEAMS
Date	09 September 2025
Time	11:00 am

MINUTE	DESCRIPTION OF DISCUSSION
1.	INTRODUCTIONS
1.1	All attendees were welcomed. Team members introduced themselves. Dominic Maroka (DM): Supply Chain Management Tshegofatso Shaku (TS): Supply Chain Management Mila Sobetwa (MS): End-User Asanda Nkomane (AN): End-User Thato Tshehla (TT): End-User
2.	REQUIREMENTS FOR RFP SUBMISSION
Dominic Maroka	RFP will be closing on 30 September 2025 at 10:00am punctually, bidders are to note that submissions must be made online on Transnet E-tender portal. Instructions on how to electronically submit on the website are on page 6 of the RFP document. No Physical or emailed submissions will be accepted. Bidders were encouraged to submit their proposal a day before the closing date; it was emphasised that no submission should be sent to be buyer's email address.
3.	EVALUATION CRITERIA
Mila Sobetwa	Mila Sobetwa took us through technical evaluation criteria. Evaluation Criteria

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 M Phillips* (Group Chief Executive) N Maphumulo* (Group Chief Financial Officer)
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	Refer to Section3, page 17-22 for technical evaluation criteria:										
4.	EVALUATION CRITERIA										
Dominic Maroka	<p>Step 1: Administrative and Substantive Responsiveness Test The following will be checked:</p> <ul style="list-style-type: none"> • Whether the Bid has been lodged on time • Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time. • Verify the validity of all returnable documents • Verify if the Bid document has been duly signed by the authorised respondent. • Whether any general and legislation qualification criteria set by Transnet, have been met • Whether the Bid contains a priced offer • Whether the Bid materially complies with the scope and/or specification given 										
Dominic Maroka	<p>Step 2: Technical Evaluation</p> <p>Bidders are to note that minimum threshold is 70 points, bidders who fail to meet the predetermined threshold will be disqualified. Refer to Section 3, page 17-22 of the RFP for technical evaluation criteria.</p> <p>Step 3: Commercial Evaluation</p> <ul style="list-style-type: none"> • Pricing and Delivery Schedule (fully completed on all line items). <p>Specific goals points will be allocated/evaluated as follows:</p> <table border="1" data-bbox="392 1368 1493 1630"> <thead> <tr> <th></th> <th style="background-color: #c00000; color: white;">POINTS</th> </tr> </thead> <tbody> <tr> <td>PRICE</td> <td style="text-align: center;">80</td> </tr> <tr> <td>B-BBEE STATUS LEVEL OF CONTRIBUTION</td> <td></td> </tr> <tr> <td>B-BBEE Level of contributor (1 or 2)</td> <td style="text-align: center;">10</td> </tr> <tr> <td>Entities that are at least 30% black woman owned</td> <td style="text-align: center;">5</td> </tr> </tbody> </table>		POINTS	PRICE	80	B-BBEE STATUS LEVEL OF CONTRIBUTION		B-BBEE Level of contributor (1 or 2)	10	Entities that are at least 30% black woman owned	5
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	Entities that are at least 51% black owned	5								
	Non-Compliant and/or B-BBEE Level 3-8 contributors	0								
	Total points for Price and Specific Goals must not exceed									
	100									
	Bidders will be required to submit the following documents as evidence required for claiming specific goals:									
	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%; text-align: center;">Specific Goals</th> <th style="width: 50%; text-align: center;">Acceptable Evidence</th> </tr> </thead> <tbody> <tr> <td>B-BBEE</td> <td>B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline</td> </tr> <tr> <td>30% Black Women Owned Entities</td> <td>B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline</td> </tr> <tr> <td>Entities that are at least 51% black owned</td> <td>B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline</td> </tr> </tbody> </table>		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	30% Black Women Owned Entities	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline	Entities that are at least 51% black owned	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline
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Dominic Maroka	<p>RETURNABLE DOCUMENTS Bidders will be required to submit the following returnable documents:</p> <p>Mandatory Returnable Documents</p> <ul style="list-style-type: none"> • SECTION 4: Pricing and Delivery Schedule (fully completed on all line items) • Valid Certificate from a recognised Electronic and Computer engineering/ Telecommunication Laboratory using or affiliated with Institute of Electrical and Electronic Engineering (IEEE) and International Telecommunication Union (ITU) standards <p>Returnable Documents Used for Scoring (Bidders are to note that failure to submit any of the below listed documents will not lead to disqualification however the bidder will be scored zero)</p> <ul style="list-style-type: none"> • Respondent's valid proof of evidence to claim points for compliance with Specific Goals' requirements as stipulated in Section 9 of this RFP on BBEE Level 1 or 2 <ul style="list-style-type: none"> - B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline. • Respondent's valid proof of evidence to claim points for compliance with Specific Goals' requirements as stipulated in Section 9 of this RFP on 30% Black women Owned entities <ul style="list-style-type: none"> - B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consoli- 									

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	<p>dated scorecard will be accepted) as per DTIC guideline</p> <ul style="list-style-type: none"> • Respondent’s valid proof of evidence to claim points for compliance with Specific Goals’ requirements as stipulated in Section 9 of this RFP on entities that are at least 51% black owned <ul style="list-style-type: none"> - B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline • Method Statement (Technical Approach) - Bidder to submit a proposal that detail the way each activity or process is to be completed. The method statement should also outline the hazards involved and include a step-by-step guide on how to do the job safely. It should again detail control measures to be introduced to ensure the safety of anyone who will be affected by the project’s activities. The method statement cannot be used as safety plan but a technical approach and methodology on the actual work execution. The company special and practical knowledge in business services is required. The contractor should make sure the provision and identify his/her proposed technical team. On other words the Tenderer should be explicit on the method statement on how will they meet the requirements and should submit a proposal or technical document to outline if the product is capable of meeting the requirements outlined by TFR such Point to multipoint and Point to Point and include the radio coverage which supports IOT, 4G mission critical including 5G, DMR , P25 including the MPT 1327 Technologies • Work Programme /Support - The bidder to submit a proposal that state when they intend to start and complete the job. This must also be supported by providing a working programme, which after awarding will then be used as a monitoring tool on work progress. Points given should be based on the duration and sequential project activities. Project activities include all activities required inclusive of the procurement of material/equipment to final and handover. Also, provision of previous use of applications for software successful planning results in a form a report to outline at least 3 cases and product lifecycle document • Software Warranty and Updates <ul style="list-style-type: none"> - Service provider to provide warranty document of the software product supplied for radio and the point to point and point to multipoint planning tool. This document should com-

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	<p>prise of also updates that are planned and the periods that the expected updates are to be implemented.</p> <p>Essential Returnable Documents: (Bidders are to note that failure to submit any of the documents listed below will not lead to disqualification, Transnet can request these documents from the bidders when required.)</p> <ul style="list-style-type: none"> • In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement • SECTION 1: SBD1 FORM • SECTION 5: Proposal Form and List of Returnable documents • SECTION 6: Certificate of Acquaintance with RFP, Terms & Conditions & Applicable Documents • SECTION 7: RFP Declaration and Breach of Law Form • SECTION 9: Specific goals points claim form. • SECTION 10: Certificate of attendance of non-compulsory RFP Briefing • SECTION 12: Protection of Personal Information • Proof of Active and Valid Registration on the National Treasury Central Supplier Database • Technical Support Organogram • Tax Clearance Certificate or electronic access PIN obtained from SARS's new Tax Compliance Status (TCS) system [Consortia / Joint Ventures must submit a separate Tax Clearance Certificate for each party] • Annexure A: Transnet's General Bid Conditions • Annexure B: Master Agreement • Annexure C: Transnet's Supplier Integrity Pact • Annexure D: Non-disclosure Agreement • Annexure E 1– Technical Specification Spc-01293 • Addendum 01 - Annexure E2 - Scope of Work

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	<p>SAFETY PACK</p> <ul style="list-style-type: none"> • Annexure F: Safety Specification Bbd8210_Ver_1 E7 1 • Addendum 01 - Annexure G: Section 37 Mandatory Agreement • Addendum 01 - Annexure H: Health and Safety Assessment for Planning Tool-Assessment Schedule • Addendum 01 - Annexure I T2 2-08b Hs Cost Breakdown for Planning Tool Project • Annexure J: She Specification for Planning Tool Project • Annexure L: t2 2-08a health and safety questionnaire for planning tool • Annexure M: Health and Safety specification <p>RISK PACK</p> <ul style="list-style-type: none"> • Annexure K: Risk Assessment Criteria
5.	<p>Q & A SESSION</p>
	<p>Q1: Regarding the IEE membership. since it is a software, it's not necessarily relating to hardware per se. Will the ITU certifications that pertain to how the software complies? Can this be used rather than or rather at least in place of that.</p> <p>A1: We're also looking for a letter from the Original Equipment Manufacture OEM stating its support and affiliation with the bidder, also because OEMs that are supplying the software's, they're also comply with those bodies that we have listed there. I think that is covered there to say a letter that can dictate to say we have your software is verified then so that will be sufficient.</p> <p>Q2: The question is about page 20 of the RFP that previously showed to us. It is set to get to 100 points. in at the at the end of the of the this point in page 20 it is said must be able to insert the latest ICASA regulation for automatic frequency allocation, EG distance versus frequency.</p> <p>Could you please elaborate more about this ICASA regulation that it is supposed to be inserted in the tool or is there any example about this ICASA regulation needs apart from the distance versus frequency?</p> <p>A2: We've got an ICASA, which is the body that monitors frequency and location within the southern African sphere which is our country South Africa So for us to be able to install any devices that communicate you have to apply for spectrum license. I will make an example about</p>

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	<p>the microwave link to say we want to communicate maybe at a certain site A and site B and maybe at a certain distance. Due to regulation changes, you'll find that for example, maybe I want to use a 21-gig link, so the software should be able to indicate automatically according to the ICASA regulations which distance and applicable frequency to be used.</p> <p>Q3: So, the question I have is on the map data. What resolution is required? I mean, I've got three questions, so that's the first one. Do you know the resolution?</p> <p>A3: Refer to the specification it requires 20x20m or less</p> <p>Q4: Then the next question I have, who's responsible for providing the hardware for the planning tool? Is it the vendor or is Transnet going to be providing the hardware?</p> <p>A4: It is the vendor, to provide server but Transnet to provide PC for the application.</p> <p>Q5: Which clutters, and frequency bands are required for the calibration?</p> <p>A5: Addressing the question on the frequencies, talking to the radio side of the network. So, we are currently using 450 to 470 megahertz. And then for LTE, we are using band 31. Even on the evolution criteria, for example, the evolution criteria of the RFP, even on the point to point, it even specified to say from 200 megahertz all the way to 90 GHz.</p> <p>Q6: I have two questions. First one is related to the number of concurrent users referring to the spectrum management. after reading the specifications this RFP is related to spectrum management and spectrum planning tools in the case of our company and this is common in the market this. These are two different tools, one for spectrum management including the different tables for users, type approval equipment etc and then separately the engineering tool for spectrum planning. So, my question is you asked for a given number of users for spectrum planning tool, 10 users for open channel radio, point to point and point to multi point for all frequencies and then mission critical and commercial for LTE, 5G, etcetera. But related to the spectrum management tool, how many concurrent users do you need? If I'm not mistaken, there's nothing said about this specifically about this in the in the RFP. Sorry</p>

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	<p>if I'm mistaken.</p> <p>A6: when you're saying concurrently this is two tools because remember one is for spectrum i.e. radio planning for mission critical and other one is for point to point and point to multi point tool.</p> <p>And we use them concurrently. So basically, the other one is used for microwave, and the other one is used for radio planning Asanda did explain here. So basically, the license that the users require to have access is about 10 users, which is what is listed there on the pricing schedule:</p> <p>Q7: For the spectrum management platform, you need 10 concurrent users.</p> <p>A:7 Yes, this tool should be able to as we said part of the requirement should be able to integrate with the spectrum management in part of the evaluation criteria. So that should be going concurrently with that.</p> <p>Q8: My second question is related to the training schedule that is supposed to be for three different regions in South Africa and supposed to be on site. Is this requested for a continuous training for all three regions or maybe one region now then after two months or three months the second region etc? This question is basically because the cost of the travel, it will be different for the different scenarios.</p> <p>A8: Hence, we've listed as such because we want to know the cost for all of those areas because basically you need to, our country is huge, and we've got a footprint that is nationally. So hence with at least three training sessions and for example, maybe you know depending on the training that is offered, maybe it can last in for a month, a week or two weeks.</p> <p>Training or one week training, then we'll have to stretch the legs to ensure that to see maybe on week one will be in Cape Town, week two will be in Durban, week three will be in Johannesburg. That's how we're going to split it. But we'll depending on the team availability from that point of time, then we'll schedule. But this training schedule in terms of delivering the training will be close within the close proximity.</p> <p>Q9: There is no specification about the exact number of days for each training. I assume that. It is</p>

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	<p>the bidder who should propose this number of days based on their knowledge of the tools and their experience for the training. Am I correct?</p> <p>A9: That's correct. That will be on the negotiations in terms of how we can cover maybe the curriculum in terms of that. Post tender negotiations in terms of how the training should be structured as well and also maybe with the technical team if maybe there are things that will be relevant to us or some of the within the tools that are relevant.</p> <p>But depending on the course outline or your course content that will be evaluated because we've also got our faculty offering that actually deals with training as well. So those are the things that we'll be discussing posting the negotiations.</p> <p>Q10: On the scope of work we have 15 delegates per session and on the pricing schedule we have 10. Just want to confirm which one is which.</p> <p>A10: That will need to be amended via addendum to correspond to that. Its 10 delegates not 15 delegates.</p> <p>Q11: Is the vendor suggesting only requirements or providing the hardware?</p> <p>A11: The tool is generally installed in our IT provided servers and then the users will have client licenses to access the server.</p> <p>Q12: About calibration of propagation models. I've looked through the tender document quite extensively and it is not very clear on the number of calibrated models that are required and the methodology whether we have to go and do field driving the field to collect measurements to use for calibration or the requirement.</p> <p>A12: The most software tools have got empirical, well known empirical and tested deterministic models that are already there, which they interact rate them with the actual current data from Google Maps in terms of ensuring that we're able to get the project we require, including using the frequencies that are there. But at no point whereby we're actually determined to see, the users must go and take data on site should they wish to. We can provide them if they want to maybe develop a software that actually talks to particularly our territory, then that can that is their preference to do. because saying that is that we had a previous tool that we were using, but mostly it's based on 1327 and it's irrelevant since we've highlighted that we're migrating things to digital. So, we believe that there are models that are there that are currently actually used ac-</p>

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	<p>cordingly to ensure that this data is reliable and connected correctly.</p> <p>Q13: The calibration that it is asked for the for the tool calibration of propagation models. So, is this calibration intended to be done according to measurements taken on the field and if so, will Transnet provide these measurements?</p> <p>I couldn't understand well your answer because my question was related to the request referring to the capability of the tool to calibrate propagation models based either on clutter layers or based on KPIs measurements on the field etc.</p> <p>Or are you requesting within this RFP that the bidder will calibrate actually the propagation models for you? And in this second case, will Transnet provide the related measurements on the field to allow us to calibrate the models</p> <p>A13: There are well known propagation modules that are used. As I said, they're empirical, empirical and deterministic, but all we want to see from our side is a tool that uses the propagation model that actually suits our environment to ensure that we're able to cover the data and even if it means providing the map, for example the South African map, because as said that we've got a footprint across Southern Africa, which is whereby application devices are sitting, then for you to calibrate it accordingly to ensure that the tool provides at least 99.9% reliability or accuracy in terms of the planning results, then I believe that that would be such because I don't believe that these are specific to.</p> <p>The propagation model that you specified but Asanda will come back to me around that during this call but will require that the what is it the OEM whoever is provided because remember most of these planning tools use different types of propagation models.</p> <p>And some of them are integrated within one tool. Then you can decide or elect to use a propagation model. Maybe that will be applicable to your use.</p> <p>Q14: So, the other question related to the GIS updated maps, the RFP states that we should provide GIS maps and interchange with Google Earth with high resolution.</p> <p>So I think as you very well know the resolution of the map is directly proportional to the price. So, it has not been stated clearly whether you want for example 20 metre maps, 50 metre maps, 100 metre maps.</p> <p>A14: It is stated on the on the specification, it's 20 meters. Yes, the maps that we are currently using are UTM, is it is it UTM? Let me just get that correctly.</p>

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	<p>Yeah, it's we are using UTM maps now and we have which are 20 meter in in in in resolution, but if you can offer us a higher resolution maps that would be good.</p> <p>Q15: There are certain annexures that are not there, I think J, G and H if I'm not mistaken, if you can just double check that please.</p> <p>A15: we will attach the annexures that are missing on the website, on the Internet National Treasury and Transnet website together with the presentation and addendums</p> <p>Q16: Going to the pricing schedule, I don't see any line to include the pricing for the spectrum management.</p> <p>A16: Spectrum management is integrated within the tool. It should be integrated there because, you give me a tool that software that also needs to ensure that at least spectrum management is there as well.</p> <p>Q17: When somebody provides a proposal with five-meter resolution maps, those five meters, aren't they supposed to be just concentrated in? It will target areas like in the cities, in the inner cities or? Do you just want to blanket 5m or? Or you have a minimum to say, maybe up to 10 meters or 15 meters.</p> <p>A17: The minimum is 20 meters according to specifications, is 20 or something better or higher. We are across the entire country and some of the areas we are in remote areas. it won't be for example in the inner city alone because some of these areas are remote, so they're not within the cities. Maybe a blanket approach of five meter would be fine, or maybe within the range, but it should not be more than what you specified there.</p> <p>We do have a minimum requirement of 20 meters. So, if you can offer anything better than that is fine. It doesn't matter now whether that 5 meters in the CTS or wherever it is, as long as you have met our minimum which is 20 everywhere, then we are we are good to go.</p> <p>Q18: On the consolidated scorecard in a case of a Joint Venture, is a certificate from a SANAS approved body required or is the application of the DTIC guidelines sufficient?</p> <p>A18: A B-BBEE Certificate issued by a SANAS Verification Agency is required. In the case of a J V as indicated in 4.3 of the Specific Goals Preference Claim Form they must submit a consolidated B-BBEE Certificate issued by a SANAS verified Verification Agency, we no longer accept Sworn Affidavits for JVs</p>

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	<p>Q19: Regarding the support, the first-year onsite support, will that be at one location as you see the tool will be loaded on a server or is the support required at all three locations?</p> <p>A19: It's training on the three locations, but we'll be focusing maybe on the server to be at one location, so we'll investigate that. So basically, where there's a challenge for the first year, the on-site resource or on-site support will require maybe that service to be rendered within that particular area as well if needs arise</p>
	<p>Q & A CORRECTION</p> <p>Q4: Then the next question I have, who's responsible for providing the hardware for the planning tool? Is it the vendor or is Transnet going to be providing the hardware?</p> <p>A4: Transnet will provide the server for the supplier to install the software/ for application.</p> <p>Q1: Regarding the IEE membership. since it is a software, it's not necessarily relating to hardware per se. Will the ITU certifications that pertain to how the software complies? Can this be used rather than or rather at least in place of that.</p> <p>A1: We're also looking letters from OEM. Please refer to Addendum 01 for amendment of Mandatory returnable documents required under Whether any Technical Pre-qualification Criteria/minimum requirements/legal requirements.</p>

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Closing date	Following the issue of the addendum for amended scope of work as well as additional annexure G, H and I, the closing date has been extended from 30 September 2025 to 17 October 2025 10:00 am
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Dominic Maroka
Signature: 
Date: 25/09/2025

Tshegofatso Shaku
Signature: 
Date: 25/09/20225

Thato Tshehla
Signature: 
Date: 25/09/2025

Asanda Nkomane
Signature: 
Date: 26/09/2025

Mila Sobetwa
Signature: 
Date: 26/09/2025

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