

**DESKTOP EVALUATION**

| <b>Supply, installation, and removal of intelligent smart container locks within the Transnet Operating Division (OD) of the Rail Infrastructure Manager (TRIM) nationally and internationally for a period of three (03) years.</b> |             |        |
|--|-------------|--------|
| <b>Technical Evaluation Criteria (80% Threshold)</b>   | <b>100%</b> |        |
| <b>1. Technical Capabilities</b>   | <b>15%</b>  |        |
| The specifications of a lock proposed meet all 8 technical capabilities.   | 3           | 15.00% |
| The specifications of a lock proposed meet 7 technical capabilities.   | 2           | 10.00% |
| The specifications of a lock proposed meet 6 technical capabilities.   | 1           | 5.00%  |
| The bidding company did not submit the technical specifications of the lock or the lock proposed meets 1 to 5 requirements.  | 0           | 0.00%  |

**Proof**

The intelligent smart rail container and wagon locks shall be used across South Africa, consequently the locks will need to operate optimally in the diverse weather conditions and offer the technical capabilities below:

- (1) Digital keyless lock.
- (2) It should generate critical reports for data analysis.
- (3) Compatible with Bluetooth, RFID, or any other wireless communication medium.
- (4) Compatible with any iOS system.
- (5) Compatible with any Android system.
- (6) Compatible with Microsoft Windows OS.
- (7) The lock shall have a minimum IP66 rating.
- (8) Geo fencing locking capabilities

The bidder **shall** submit the technical capabilities of the lock proposed with the bid.

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| <b>2. Previous experience</b>   | <b>15%</b> |        | <b>Proof</b>   |
|---|------------|--------|--|
| The bidding company's reference letter(s) meets all (6) requirements.   | 3          | 15.00% | <p>TRIM calls for proposals from experienced bidders with a proven track record of five (05) to supply, fit, and remove container locking devices.</p> <p>The bidding company shall submit reference letter(s) from current and/or previous customer/s. The reference letter(s) submitted shall meet the requirements below:</p> <p>(1) Be signed,<br/>                     (2) Be dated,<br/>                     (3) Be on a customer letter head with physical address<br/>                     (4) Have the customer's contact details and email address.<br/>                     (5) Provide a brief description of the scope of work that was offered by the bidder. The scope of work shall be similar to TRIM's requirements.<br/>                     (6) Illustrate that the bidding company has a proven track record of five years in provision of a similar service.</p> <p>The information provided is subject to verification.</p> |
| The bidding company's reference letter(s) meets (5) requirements.   | 2          | 10.00% |  |
| The bidding company's reference letter(s) meets (4) requirements.   | 1          | 5.00%  |  |
| The bidding company did not submit reference letter(s) or the reference letters submitted meet (1 to 3) requirements. | 0          | 0.00%  |  |

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| <p><b>3. The locks proposed shall accommodate various containers and wagons including but not limited to the ones listed.</b></p>                             | <p align="center"><b>10%</b></p> |        | <p align="center"><b>Proof</b></p>   |
|---|----------------------------------|--------|--|
| <p>The bidding company proposed locks for all 4 containers and wagons as well as all the supporting information (Pictures, specifications, and use).</p>      | 2                                | 10.00% | <p>The bidding company shall propose the locks for various containers and wagons below.</p>  |
| <p>The bidding company proposed locks for all 1 to 3 containers and wagons as well as all the supporting information (Pictures, specifications, and use).</p> | 1                                | 5.00%  | <p>(1) 6m container.<br/>                     (2) 12m container<br/>                     (3) Sugar wagons (FCJ)<br/>                     (4) Beer wagons (FSLJ)</p> <p>The bidding company shall provide pictures, specifications of locks proposed, and clearly indicate the type of containers and wagons they are proposed for.</p> |
| <p>The bidding company did not submit the proposal, or the proposals are submitted without the supporting information.</p>                                    | 0                                | 0.00%  |  |

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| <b>4. Comprehensive technical plan outlining the bidding company's approach to executing the contract.</b> | <b>10%</b> |        | <b>Proof</b>   |
|--|------------|--------|--|
| The bidding company's plan covers all 5 key aspects and provides a tailored explanation of each.           | 2          | 10.00% | The bidding company's comprehensive plan shall cover the following key aspects in detail. "In detail" means that TRIM requires a complete response that demonstrates the bidder's understanding of the project requirements. To prove understanding of the scope, the bidders are required to unpack each of the five key aspects outlined below and provide a thorough, tailored explanation for each. This is to prevent copying and pasting of content directly from the RFP. |
| The bidding company's plan covers 4 key aspects and provides a tailored explanation of each.               | 1          | 5.00%  |  |
| The bidding company's plan covers 1 to 3 key aspects and provides a tailored explanation of each.          | 0          | 0.00%  |  |

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| <p>The bidding company did not submit a plan or the plan submitted does not provide a tailored explanation of each aspect.</p>     | <p align="center">0</p>          | <p align="center">0.00%</p>  | <p>(2) Logistic Management of locks. The plan shall cover procurement and supply chain management, inventory control and tracking, as well as installation and deinstallation plans.</p> <p>(3) Security of devices. The plan shall cover data protection and encryption, access control measures, threat detection, and response.</p> <p>(4) Contingency plans. The plan shall cover risk assessment and mitigation strategies, emergency response procedures, and business continuity planning.</p> <p>(5) Human Resource and vehicle deployment plan. The plan shall cover staffing requirements and training, vehicle allocation and management, as well as deployment schedules and logistics.</p> |
| <p><b>5. Tamper detection</b></p>  | <p align="center"><b>15%</b></p> |                              | <p><b>Proof</b></p>   |
| <p>The technical specifications of the locks proposed reveal that the locks proposed have all 3 tamper detection capabilities.</p> | <p align="center">3</p>          | <p align="center">15.00%</p> | <p>The intelligent smart container locks shall have tamper detection capability to prevent or minimize the unlawful removal from the containers. These locks will be fitted on sensitive cargo. Therefore, smart locks shall have capabilities to set the detection rate in various environments and weather conditions. The smart container lock shall facilitate awareness of tampering with the locking devices in real time at the Transnet Security Control Room.</p>  |
| <p>The technical specifications of the locks proposed reveal that the locks proposed have 2 tamper detection capabilities.</p>     | <p align="center">2</p>          | <p align="center">10.00%</p> | <p>The intelligent smart container locks shall have tamper detection capability to prevent or minimize the unlawful removal from the containers. These locks will be fitted on sensitive cargo. Therefore, smart locks shall have capabilities to set the detection rate in various environments and weather conditions. The smart container lock shall facilitate awareness of tampering with the locking devices in real time at the Transnet Security Control Room.</p>  |

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| <p>The technical specifications of the locks proposed reveal that the locks proposed have 1 tamper detection capability.</p> | 1          | 5.00%  | <p>The lock shall have the ability to detect and respond with an appropriate alarm to the following intrusion activities:</p> <p>(1) Tampering (Striking, cutting, pulling, etc.) on the container or wagon lock.</p> <p>(2) Departure of a lock from a geo-fenced area.</p> <p>(3) Bending of the container and wagon doors or door frame.</p> |
| <p>The bidding company did not submit the tamper detection capabilities of the lock proposed.</p>                            | 0          | 0.00%  | <p>The bidding company shall submit the tamper detection capabilities of the locks proposed with the bid.</p>   |
| <p><b>6. Bidding company organogram</b></p>  | <b>10%</b> |        | <p><b>Proof</b></p>   |
| <p>The bidding company's organogram reflects (10) key resources required.</p>  | 2          | 10.00% | <p>The bidding company shall submit is signed organogram. The organogram shall reflect the critical positions below:</p>  |
| <p>The bidding company's organogram reflects (8 to 9) key resources required.</p>  | 1          | 5.00%  | <p>(1) General Manager<br/>                 (2) Operations Manager<br/>                 (3) Risk Safety Manager<br/>                 (4) Area Manager</p>   |

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| <p>The bidder did not submit the organogram or the organogram submitted covers 1 to 7 the requirements.</p> | 0          | 0.00%  | <p>(5) Supervisor<br/>                 (6) Controller<br/>                 (7) Human Resources<br/>                 (8) Investigator<br/>                 (9) Guarding structure<br/>                 (10) Container lock staff (To fit and uninstall the locks)</p>                 |
| <p><b>7. Wireless remote monitoring system</b></p>  | <b>15%</b> |        | <b>Proof</b>   |
| <p>The wireless remote monitoring system meets all 10 requirements.</p>                                     | 3          | 15.00% | <p>The wireless remote monitoring system shall have the following capabilities:</p>  |
| <p>The wireless remote monitoring system meets 7 to 9 requirements.</p>                                     | 2          | 10.00% | <p>(1) Real time monitoring with a maximum of a 10-minute refresh rate.<br/>                 (2) Remote, wireless, and centralized monitoring.<br/>                 (3) Web and App/cell phone access.<br/>                 (4) Compatible with Windows, Android and IOS system.</p> |
| <p>The wireless remote monitoring system meets all 1 to 6 requirements.</p>                                 | 1          | 5.00%  | <p>(5) GPS location of lock and battery powered wireless key.<br/>                 (6) All units shall be visible on one monitoring unit.<br/>                 (7) Trigger alarms for all sensors in both an audio and visual format.</p>  |

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| <p>The bidding company did not provide the wireless remote monitoring system capabilities or the information submitted does not meet any of the requirements.</p>                 | 0          | 0.00%  | <p>(8) Low battery warnings.<br/>                 (9) Record keeping of operators who conducted the lock and unlocking of the locking units with date and time stamps.<br/>                 (10) The platform shall be fully customizable to suit the needs of the client.</p> <p>The bidding company <b>shall</b> submit the technical specification of the wireless remote monitoring system software and capabilities.</p> |
| <p><b>8. Footprint</b></p>  | <b>10%</b> |        | <p><b>Proof</b></p>   |
| <p>The bidding company submitted proof of presence with office locations, operational presence, local staff or partners, and previous or present clients in all 9 provinces.</p>  | 3          | 10.00% | <p>The bidding company shall demonstrate its footprint by providing proof of presence in the provinces below. This footprint shall include Office locations, operational presence, local staff or partners, previous projects or clients in these areas. This requirement assesses the bidding company's ability to execute the project effectively nationally.</p>   |
| <p>The bidding company submitted proof of presence with office locations, operational presence, local staff or partners, and previous or present clients in 7 to 8 provinces.</p> | 2          | 5.00%  | <p>(1) Gauteng<br/>                 (2) Northwest<br/>                 (3) Northern Cape<br/>                 (4) Western Cape</p>  |
| <p>The bidding company submitted proof of presence with office locations, operational</p>   | 1          | 3.33%  | <p>(5) Eastern Cape<br/>                 (6) Free State</p>   |

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| presence, local staff or partners, and previous or present clients in 5 to 6 provinces.   |   |       | (7) Limpopo<br>(8) Mpumalanga<br>(9) KwaZulu Natal |
| The bidding company did not submit proof of footprint or the proof of footprint submitted proves that the bidding company has a footprint in 1 to 4 provinces only. | 0 | 0.00% |  |