

**BRIEFING SESSION DEFERRED CLARIFICATION
REQUEST**



**TENDER DESCRIPTION: DESIGN, MANUFACTURE, AND DELIVERY OF MULTI-PURPOSE VESSEL FOR THE TRANSNET NATIONAL PORTS
AUTHORITY FOR THE PORT OF CAPE TOWN, (HEREAFTER REFERRED TO AS TNPA)**

TENDER NUMBER: TNPA/2022/09/1065/12095/RFP

	Date raised	Clarification	Response	Date Issued
001	06 March 2023	Why is the focus on company experience and not include the experience of the key resources in the company?	<p>In the recent past, TNPA has built several vessels with little project success (project success being defined as a project being delivered on time, on budget, and on scope), and experience or lack thereof played a key role. Further to that, TNPA has noticed in the past procurement events that some companies that bid for the work have never built vessels before and their method statements demonstrated very little understanding of the processes and procedures that are required to execute the project successfully. Therefore, should experience not be given a higher weighting, we run the risk of appointing a contractor with no experience in shipbuilding which will increase the probability of project failure.</p> <p>The experience of key personnel is still given a total weighting of 17 as it is deemed to be important. However, we decided not to give it higher weighting compared to previous experience as, company experience is transferable whereas individual experience, is not so much. For example, if an experienced individual leaves the company for whatever reason, they leave with their experience leaving the project at risk. Given how small the shipbuilding industry is, there is no guarantee that the company will be able to replace the lost experience. On the other hand, should a key resource leave the company, a new one can be sourced and trained to implement company-established processes and procedures to do the job.</p>	13 March 2023

002	06 March 2023	Why is it so critically important that experience be confined to the last 15 years, what has changed so much for this criterion to be confined to the last 15 years?	This is part of continuous improvement based on lessons learned between then and now. The reason why experience is required to have been in the past fifteen years is so that we do not end up with a company that built similar vessels a long time ago and the capabilities are no longer available within the company. If the vessels were delivered within the last fifteen years, there is a level of confidence that the capabilities still exist in the company and therefore the experience is still rife and thus project success is probable.	13 March 2023
003	06 March 2023	How many shipbuilders have built vessels in the last 15 years? It is critical that Transnet can demonstrate that not only a limited number of shipbuilders can meet this criterion so that it excludes most of the industry.	<p>The previous experience required is for tenderers to submit proof that the company has previously designed, build, commissioned and handed over motorized vessels. In this instance a motor driven vessel includes all other necessary legislative required equipment and refers to ship construction regulations governed by or in accordance with the Merchant Shipping Act.</p> <p>Based on the information received during the last procurement event, companies (excluding the company that the accusation alleges the criteria is tailored towards) exist that have built numerous similar vessels within the past fifteen years. Also, one does not need to have built a minimum of five vessels to meet the overall threshold, they just need to have at least built one vessel and demonstrate on other criteria (i.e. Method Statement, Programme, etc.) that they have the capabilities to build these vessels. The project team is adamant that the company that we appoint must at least have built one vessel in the past 15 years hence the technical evaluation criteria is set up the way that even if you built only one vessel, you can still make the threshold.</p>	13 March 2023

004	06 March 2023	As an outsourcing business that has built boats before, without the required 15 years' experience but has the cash flow, does it make the company non-compliant or do we have to subcontract?	<p>Refer to paragraph 4.5 and 4.6 "SBD 6.1 Preference points Claim Form" of the RFP document (see Screenshot below)</p> <p>4.5 A person will not be awarded points for B-BBEE status level if it is indicated in the bid documents that such a bidder intends sub-contracting more than 25% of the value of the contract to any other enterprise that does not qualify for at least the points that such a bidder qualifies for, unless the intended sub-contractor is an EME that has the capability and ability to execute the sub-contract.</p> <p>4.6 A person awarded a contract may not sub-contract more than 25% of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level than the person concerned, unless the contract is sub-contracted to an EME that has the capability and ability to execute the sub-contract.</p>	
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