





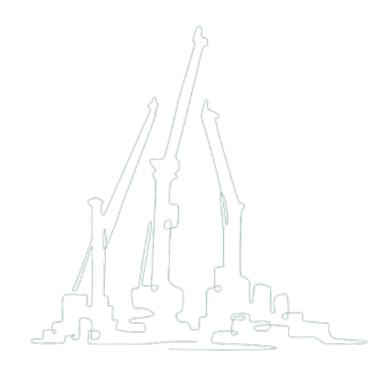
AGENDA

Agenda Point	Allocated Time	Presenter
Welcome and introduction	5 Mins	Nozipho Mdletshe
Session rules of engagement	5 Mins	Nozipho Mdletshe
Returnable Documents	10 Mins	Nozipho Mdletshe
Evaluation Methodology	10 mins	Nozipho Mdletshe
Supplier Development	20 mins	Sikhonzele Gqaleni
Scope of Work	15 Mins	Nico du Plessis
Technical Evaluation	20 Mins	Nico du Plessis
Pricing Schedule	15 mins	Nico du Plessis
Closing	10 Mins	Nozipho Mdletshe



WELCOME & INTRODUCTIONS

- Nozipho Mdletshe
- Nomathamsanqa Dlamini
- Sikhonzele Gqaleni
- Nico du Plessis
- Sindile Mxunyelwa
- Alisha Nirmal
- Duduzile Mthethwa





SESSION RULES OF ENGAGEMENT (1/2)

- This RFP briefing session is non-compulsory
- Bidders are requested to remain for the entire duration of the briefing session.
- An approximate time allocation of one hour
- This session is being voice recorded.
- An opportunity for Clarification questions will be provided at the end of the briefing session.
- All questions will be recorded, and the answers will be consolidated and forwarded to all bidders whose attendance has been confirmed by TPT. Any additional clarification questions hereafter will only be accepted by TPT until 12:00am on Friday, 25 November 2022.
- Responses to clarification questions will be provided to bidders who have provided their contact information and loaded onto the e-tender portal and on the Transnet tender's website.
- All communication subsequent to this briefing session must only be directed to Nozipho Mdletshe via email address: nozipho.mdletshe@transnet.net

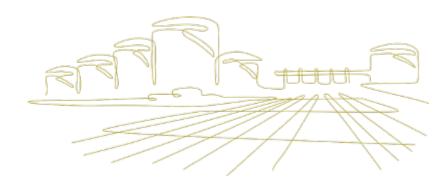


SESSION RULES OF ENGAGEMENT (2/2)

- After the closing date of the RFP, a Respondent may only communicate with DBAC secretariate email phumza.lehlohla@transnet.net on any matter relating to its RFP Proposal.
- A copy of this presentation will be provided to all bidders whose attendance has been confirmed by Transnet and loaded onto the e-tender portal and on the Transnet tender's website.

Closing date: 17th January 2023

Time: 10h00







RETURNABLE DOCUMENTS (1/5)

Respondents must submit with their responses to this RFP, as a **minimum requirement**, all the returnable documents indicated below:

All Sections must be signed and dated by the Respondent

Section 1: SBD 1 Form

Section 2: NOTICE TO BIDDERS

Section 3: BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENTS

Section 4: PRICING AND DELIVERY SCHEDULE

Section 5: PROPOSAL FORM AND LIST OF RETURNABLE DOCUMENTS

Section 6: CERTIFICATE OF ACQUAINTANCE WITH RFP, MASTER AGREEMENT & APPLICABLE

DOCUMENTS

Section 7: RFP DECLARATION AND BREACH OF LAW FORM

Section 8: RFP CLARIFICATION REQUEST FORM

Section 9: B-BBEE PREFERENCE POINTS CLAIM FORM

Section 11: JOB-CREATION SCHEDULE

Section 12: SBD 5

Section 13: PROTECTION OF PERSONAL INFORMATION





RETURNABLE DOCUMENTS (2/5)

Section 2: NOTICE TO BIDDERS

Refer to paragraph 3 of RFP

Log on to the Transnet eTenders management platform website (https://www.transnet.net);

- Click on "TENDERS";
- Scroll towards the bottom right-hand side of the page;
- On the blue window click on "register on our new eTender Portal";
- Click on "ADVERTISED TENDERS" to view advertised tenders;
- Click on "SIGN IN/REGISTER for bidder to register their information (must fill in all mandatory information);
- Click on "SIGN IN/REGISTER" to sign in if already registered;
- Toggle (click to switch) the "Log an Intent" button to submit a bid;
- Submit bid documents by uploading them into the system against each tender selected.
- No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders azurewebsites net

^{*} User guide will be submitted with briefing session minutes.





RETURNABLE DOCUMENTS (3/5)

All Sections must be signed and dated by the Respondent

RFP ANNEXURES:

ANNEXURE A - SCOPE OF WORK

ANNEXURE A1 - ELIGIBILITY CRITERIA (Including Appendix 1-16)

ANNEXURE B - SUB-CONTRACTING COMMITMENT DOCUMENT

ANNEXURE C - DRAFT MASTER AGREEMENT

ANNEXURE D - DRAFT SERVICE LEVEL AGREEMENT

ANNEXURE E - TRANSNET GENERAL BID CONDITIONS*

ANNEXURE F - TRANSNET SUPPLIER INTERGRITY PACT

ANNEXURE G - NON-DISCLOSURE AGREEMENT

GENERAL TPT SUB-CONTRACTING TEMPLATE







RETURNABLE DOCUMENTS (4/5)

Mandatory Returnables (Page 34 of 56)

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
Section 1: SBD1 Form	
SECTION 4 : Pricing and Delivery Schedule	
ANNEXURE A1 - PSIRA Certification	
ANNEXURE A1 - PSIRA Certification	
ANNEXURE A1: Letter of good standing from PSIRA	
ANNEXURE A1: Letter of Good standing form COIDA	
ANNEXURE A1: Security Guards registration	
ANNEXURE A1: SAPS Criminal clearance	
ANNEXURE A1: SAPS criminal clearance of company directors	
ANNEXURE A1: SASSETA Training provided by PSIRA Accredited training service provider	
ANNEXURE A1: Proximity to Terminal/s tendered for	
ANNEXURE A1: Experience of Bidder with Security Services	
Confirmation of 30% subcontracting	
Valid proof of Respondent's compliance to B-BBEE – Level 1-2 (Valid B-BBEE certificate or Sworn Affidavit)	
NB: In cases where multiple Port Terminals are bided for, Bidders to ensure that all relevant "Supporting Office" details, i.e. physical addresses, Lan	ndline
telephone numbers, etc. MUST be provided.	





RETURNABLE DOCUMENTS (5/5)

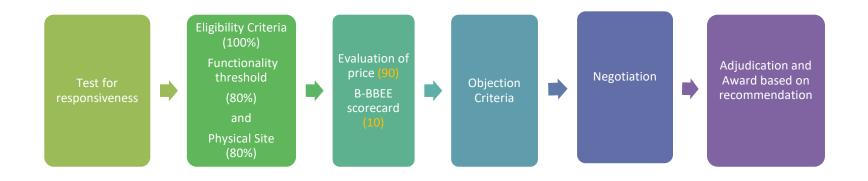
ESSENTIAL RETURNABLE DOCUMENTS AND SCHEDULES (Page 35 of 56)

		SUBMITTED
ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES		[Yes or No]
TECHNICAL SCORING RETURNABLE - APPENDIX 1 - 16		
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Ver	nture Agreement	
Latest Financial Statements signed by your Accounting Officer or latest Audited Financial Statements plus 2 previous years		
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/PIN for each party]		
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: B-BBEE Preference Claim Form		!
SECTION 11: Job-Creation Schedule		
SECTION 12: SBD 5 (NIPP)		~
SECTION 13: Protection of Personal Information	8 1 1	



EVALUATION METHODOLOGY

Transnet will utilise the following methodology and criteria in selecting a preferred Service provider















THANK YOU







B-BBEE Pre-Qualification

The tender is strictly put as prequalification for only EME's and QSE's with a B-BBEE status level 1 to 2

Bidders required to have the following to qualify for the next stage of the evaluation:

- □ Valid B-BBEE certificate from accredited verification agency or Sworn affidavit
- Be between B-BBEE level 1 to 2
- ☐ Entities are requested to familiarise themselves with their specific B-BBEE Sector Codes.
- ☐ For EMEs or QSEs valid Sworn affidavit must have the following:
- Name of the deponent, designation and ID number
- Name of the Entity, indicate revenue and financial year
- Percentage of black ownership will designated groups
- B-BBEE level
- Date deponent signed and date of Commissioner of Oath must be the same

Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn

affidavit in which they have an interest

VALID SWORN AFFIDAVIT

Name of respondent and enterprise details

Annual Total Revenue and Level of Black Ownership and Black Women Ownership

Commissioner of Oath stamp and signature

SWORN AFFIDAVIT - B-BBEE EXEMPTED MICRO ENTERPRISE

), the undersigned NAIDOO Full name & Sirname Identity number Hereby declare under path as follows:

- atatement are to the best of my knowledge a true reflection of the facts
- 2. I am a member / director / owner of the following enterprise and am duly authorised to act on

Enterprise Name	D S W PLANT AND CIVILS CC
Trading Name	SK PLANT AND CONSTRUCTION
Registration Number	
Enterprise Address	
Enterprise Address	
	ž.

Signature & stamp

- Based on the management accounts and other information available on the 2016 financial year, the income did not exceed R10,000,000.00 (ter million rands);
- Clease confirm on the table below the B-BBEE Wel contributor, by ticking the applicable

1	100% black owned	Level One (135% B-BBEE procurement recognition)	V
	More than 51% black owned	Level Two (125% B-BBEE procurement recognition)	
	Less than 51% black owned	Level Four (100% B-BBEE procurement recognition)	

- 4. The entity is an empowering supplier in terms of the dtl Codes of Good Practice.
- I know and understand the contents of this affidavit and I have no objection to take the prescribed oath and consider the oath binding on my conscience and on the owners of the enterprise which I represent in this matter.
- The sworn affidavit will be valid for a period of 12 months from the date signed by

16 AUGUST 2016 assured al. Commissioner of Oaths SOUTH APRICAN POLICE SERVICE

COMMUNICATY DURNICA CHARACT

Example: VALID **SWORN AFFIDAVIT**

> **B-BBEE Status** Level based on Black Ownership

Respondent signature and date

VALID B-BBEE CERTIFICATE



Enterprise Name (Cross referenced to Tax Clearance Certificate & Enterprise Registration No.)

Elements verified



CERTIFIES THAT

(REG No: 2003/007768/07**VAT No: 466021785) t/a

COMPANY NAME

(PTY) LTD

13 LEMANS ROAD, PINETOWN

HAS BEEN INDEPENDENTLY RATED IN TERMS OF BROAD-BASED BLACK ECONOMIC

EMPOWERMENT ACT NO.53 of 2003 AND AS PER THE CODES OF GOOD PRACTICE NO: 36922

AND IS DEEMED TO BE A

LEVEL 2 CONTRIBUTOR

GENERIC ENTERPRISE

AND HAS A RECOGNITION LEVEL OF 125%

B-BBEE STATUS	POINTS		STATUS
Ownership Equity	20.00	Black Ownership	100%
Management Control	14.27	Black Female Ownership	20%
Skills Development	16.00	ED Beneficiary	No
Supplier & Enterprise Development	42.00	Designated Supplier	No
Socio-Economic Development	05.00	Certificate Number	Gen 001/3017
Priority Elements achieved	Yes	Date Issued	06/02/2017
Level discounted	No	Expiry Date	05/02/2018
Final Level	2		

Example: VALID B-BBEE

BBBEE level based on QSE/LE (Generic status)

Validity Period

Accreditation agency









30% Compulsory Subcontracting

PREFERENTIAL PROCUREMENT PREQUALIFICATION CRITERIA – ONLY THE FOLLOWING RESPONDENTS MAY RESPOND TO THIS RFP: -

RESPONDENTS MUST SUBCONTRACT 30% OF THE VALUE OF THE CONTRACT TO THE DESIGNATED GROUPS

- a) an EME or QSE which is at least 51% owned by black people;
- b) an EME or QSE which is at least 51% owned by black people who are youth;
- c) an EME or QSE which is at least 51% owned by black people who are women;
- d) an EME or QSE which is at least 51% owned by black people with disabilities;
- e) an EME or QSE which is 51% owned by black people living in rural or
- f) underdeveloped areas or townships;
- g) a cooperative which is at least 51% owned by black people;
- h) an EME or QSE which is at least 51% owned by black people who are military veterans; or

more than one of the categories referred to in paragraphs (a) to (h).





Regulation 9: Compulsory Subcontracting

- ☐ Bidders must submit proof of subcontracting arrangement between the main bidder and the subcontractor.
- □ Valid B-BBEE certificate from accredited verification agency or affidavit
- ☐ Proof of CSD registration for their subcontractor
- ☐ The responsibility to sub-contract with competent and capable subcontractors' rests with the main bidder
- ☐ Main bidder/ suppliers are discouraged from subcontracting with their subsidiary companies as this may be interpreted as subcontracting with themselves and / or using their subsidiaries for fronting.
- ☐ Bidders that do not meet subcontracting requirements are considered not acceptable and will be disqualified from further

evaluation or award

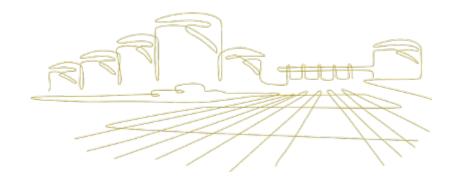


Job Creation as essential returnable

- The Government has identified State Owned Enterprises sourcing activities as a key enabler to achieve the National Development Plan (NDP) objective of reducing unemployment from the current baseline of 28% to 6%.
- ☐ In order to give effect to these job creation objectives, Respondents are required to provide the following undertaking of new jobs that will be created (either by them or by their subcontractors) should they be awarded this bid.

This undertaking should be submitted as part of their bid submissions and should be broken down into the following categories:

- 1. Total number of skilled, semi-skilled and unskilled jobs; and
- 2. Number of new jobs for black people, in the following categories:
- (a)Black men;
- (b) Black women;
- (c) Black youth;
- (d) Black people with disabilities; and
- (e) Black people living in rural or underdeveloped areas or townships.







THANK YOU





PRESENTATION OVERVIEW



- ☐ TRANSNET PORT TERMINAL (TPT) OPERATIONS
- GENERAL SECURITY OVERVIEW WITHIN TPT
- TERMINAL LAY-OUT AND SPECIFIC REQUIREMENTS
- **QUESTIONS**

Transnet Operating Divisions – At a Glance





Transnet Freight Rail

- Owns the largest railway in Africa and is among the **top 10** freight railways in the world
- Provides strategic links between ports, terminals and production hubs in the SADC region
- · Maintains 30,400 km of railway track (80% of **Africa's total rail)**
- •1,500 km of dedicated heavy haul export lines
- Runs **1,200 trains** every day
- Operates the awardwinning luxury Blue Train





Transnet Engineering

- Manufacturing division of Transnet, with 143 depots and six main factories
- Core capabilities in research design, testing, manufacturing, assembly and maintenance of rolling stock, including locomotives, freight wagons, passenger rail coaches and port equipment
- Expanded its product offerings, not just locally, but also on the **continent** and the rest of the world



- 8 Commercial **seaports** along 2,798 km of coastline.
- Plans, provides, maintains and improves **port** infrastructure
- Provides marine related services. including dredging, aids to navigation, ship repairs and marine operations





- 16 Port Terminals operating across 7 commercial ports.
- ·3 Inland **terminals** in KZN, Northern Cape and North West
- Cargo handling across four sectors, namely:
- Containers, mineral & agricultural bulk, break-bulk and automotives (Rollon Roll-off/Ro-Ro)





Transnet Pipelines





- Owns, operates and maintains a 3,116 km network of crude, gas and multi-product pipeline in South Africa. Pipeline market share:
- •Transports 65% of the total inland demand of refined petroleum products
- •More than 70% of all jet fuel requirements for **OR Tambo Airport**
- •100% crude requirements for Natref
- •100% methane-rich gas from Secunda to KZN

- One of South Africa's most significant property owners with a national footprint
- •TP manages a portfolio of properties used for core operations and investment properties generating revenue from external tenants
- Provides specialised property services including valuations, roll analysis, land surveys, drawing of plans and deeds management

Overview of TPT Operations

- Transnet Port Terminals manages 16 cargo terminal operations situated across 7
 South African ports with a staff compliment of approximately 9 000
- Also operate 3 inland terminals at Kendal (Mpumalanga), Lohatla (Northern Cape) and Pendoring (Brits). However, security at the last-mentioned terminal is under the control of TFR. Security at the 1st two mentioned is part of this tender scope
- Operations are divided into four cargo sectors, namely:
 - Containers
 - Dry Bulk
 - Break Bulk
 - Automotive





GENERAL SECURITY OVERVIEW (1)



ISPS Code – What is it?

- International Code regulating the minimum security requirements for Ships over 500 gross tons,
 MODU and Ports/Terminals
- Came into effect on 1 July 2004
- Enacted into RSA law by Maritime Security Regulations, 2004
 - DOT custodian of legislation
 - Requirement that security officers need to be trained in ISPS Code
 - SAQA Unit standard 252174 applies
 - Source own training service providers and factor it into your rate
- 19 TPT facilities are ISPS certified
- ISPS Compliance Audits
 - Done In-house by Compliance dept and Internal Audit
 - DOT will do external audits all facilities will be done in 2018/19 FY
- No Certificate = No Trade
 - Impact on the economy of the country

GENERAL SECURITY OVERVIEW (2)



Security Management within TPT

- 1 x Security Manager responsible for portfolio at Terminal level
- TPT Security Supervisor(s) per shift
 - Liaison between TPT Operations and Service Provider
 - Perform delegated functions of PFSO after hours
 - Assist Security Manager in daily security operations
 - On site Incident coordinator

CCTV Control Rooms

- In-house CCTV controllers controlling security activities within the terminal
- Radio base station from service provider to be installed in the Control Room
- Nodal point for managing emergencies (safety and security incidents/business interruptions, etc.)

GENERAL SAFETY REQUIREMENTS



Standard PPE Requirements

- Safety shoes\boots
- Reflective vest (including name of security company on front breast area (either left or right) and on the back.
 Reflective strip needs to be of high quality otherwise it loose effectiveness or start to delaminate from vest
- Hard hat (only in terminals and areas where guard is deployed in close proximity of overhead machinery)
- Any PPE as required by the Dept. of Health for specific disease control, i.e. SARS Covid-19

Other PPE Requirements

- Bulk\Break Bulk Terminals
 - Dust masks\coveralls to be provided

Car Terminals

- No zip for reflective jacket but Velcro strip (protection over zip)
- No watches and rings to be worn or provide protection for watch
- Belt buckle to be covered to prevent scratches to vehicles

SALDANHA BULK TERMINAL





SALDANHA MPT





SALDANHA



2 X ISPS Facilities

- Iron Ore Terminal
- Multi-purpose Terminal

Security Management

- Single management structure for both terminals
- CCTV managed by in-house operators

Security Service Provider Challenges/Risks

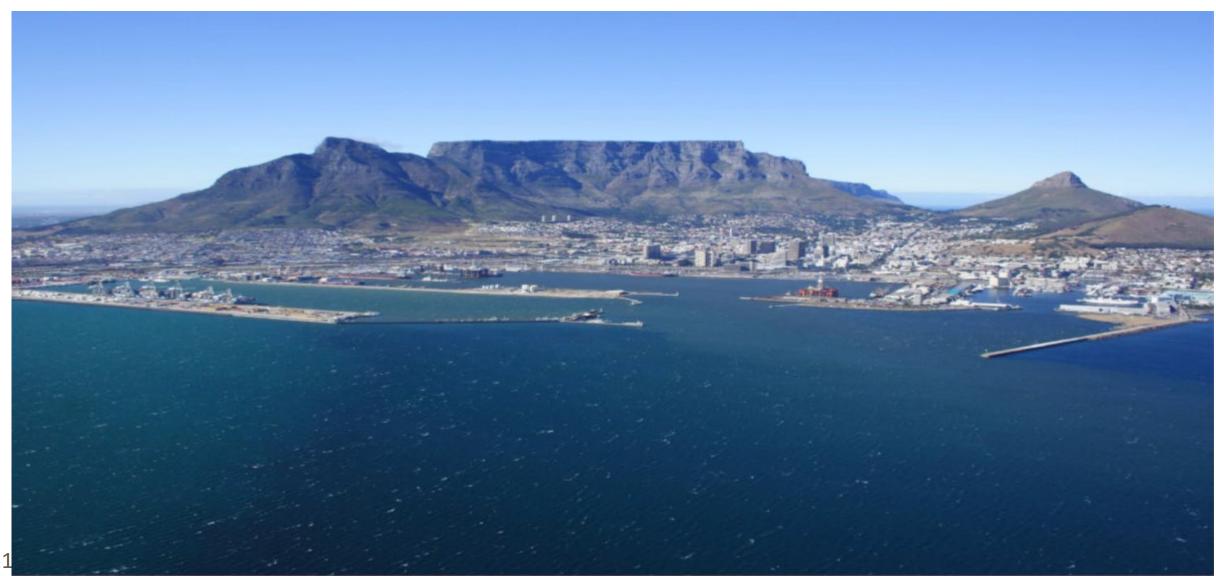
- Recruiting and maintaining a skilled labour pool due to the geographical area.
- Time taken to deploy officials due to the size of the plant and speed limit in place (40 km/h)
- Lack of public transport to get personnel to the port on time. This can give rise to high number of penalties for late and short posting if Contractor does
 not have a proper transport arrangement in place to ensure that officials are deployed on time
- Provision of suitable uniform for security personnel (red oxide iron ore dust)
- Copper theft, company assets and scrap material from bulk plant

Safety Risks

- High level of iron ore dust dust masks to be provided by Contractor over and above the normal PPE
- · Overhead and Moving machinery

CAPE TOWN TERMINALS





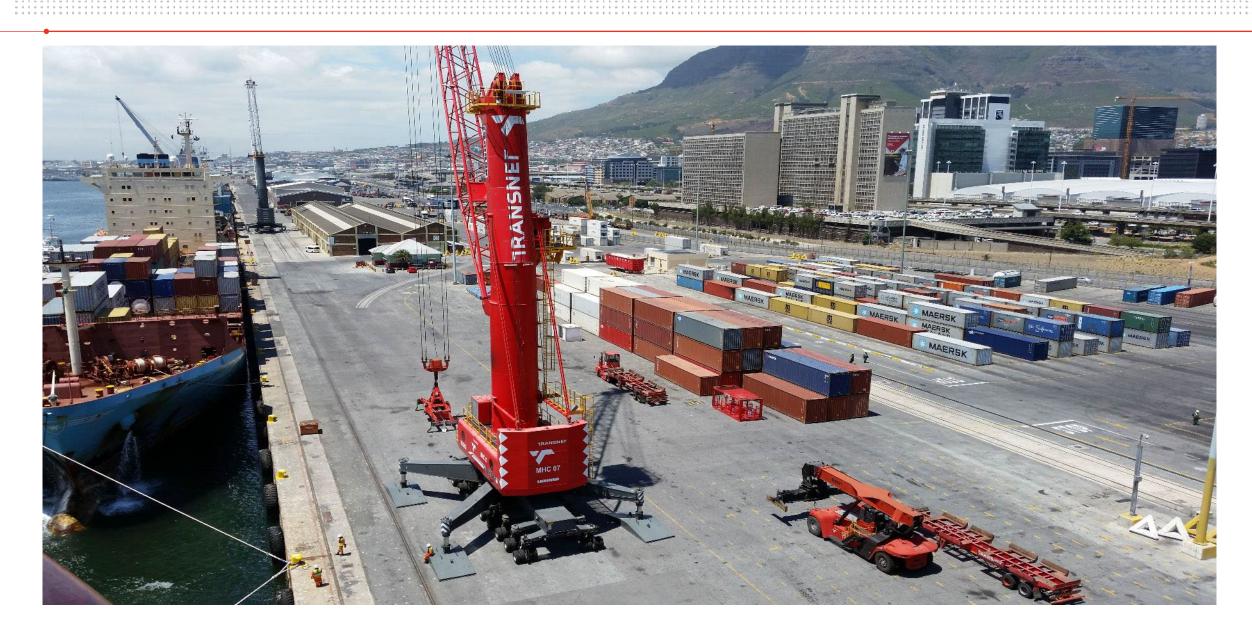
CAPE TOWN CONTAINER TERMINAL





CAPE TOWN MULTI PURPOSE TERMINAL





CAPE TOWN TERMINALS



2 x ISPS Facilities

Security Management

- 1 x Security Manager supported by 3 Supervisors per facility
- CCTV operators in-house

Security Service Provider Challenges/Risks

- Type of vehicle used for deployment of officials due to wind and rain. Recommend a combi type of vehicle
- · Suitable protective clothing for security personnel due to adverse weather conditions
- Trespassing/Stowaways due to proximity of DHA Refugee office.
- Theft

- Overhead machinery
- Truck congestion possibility of injuries

PORT ELIZABETH TERMINALS





PORT ELIZABETH



4 x ISPS Facilities

- Container terminal
- Car terminal
- Multi-purpose terminal (shared facility with other terminal operators)
- Bulk terminal

Security Management

- Single management structure for all terminals
- 1 x Security Manager supported by 3 x supervisors

Security Service Provider Challenges/Risks

- Timely deployment of all officials due to the time needed to travel to far out deployment areas
- High incidence of trespassing/stowaways and theft

- Dust at Bulk terminal
- Overhead machinery

NQGURA CONTAINER TERMINAL





NQGURA CONTAINER TERMINAL



Security Management

- 1 x Security Manager (currently shared service with ELD) supported by 3 supervisors
- CCTV in-house operators
- Shuttle service in operation for all visitors to the operational area

Security Service Provider Challenges/Risks

- Distance from PE and ability to deploy on time
- No/erratic public transport leading to post desertions/late postings
- Risk of trespassing and theft

- Overhead machinery
- Rail operations and associated lifting equipment

EAST LONDON CAR TERMINAL





EAST LONDON MPT





EAST LONDON TERMINALS



3 x ISPS Facilities

- Car terminal
- Multi-purpose terminal
- Grain Elevator

Security Management

- Single management structure for all terminals
- Security Manager currently shared with NCT with on site support from 3 supervisors

Security Service Provider Challenges/Risks

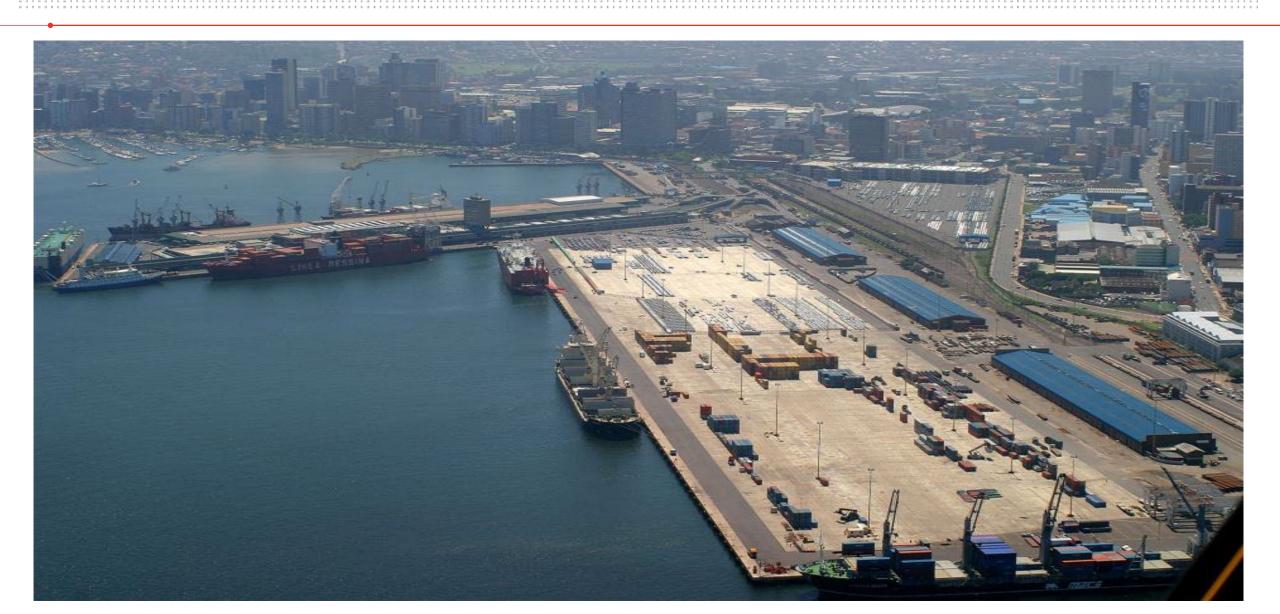
Risk of theft

- Dust when grain elevator is operating or coal handled
- Overhead machinery



DURBAN RO-RO (Car Terminal) and MPT





DURBAN CAR & POINT MPT



Security Management

- 1 X Security Manager (including Maydon Wharf) supported by 6 supervisors (3 X Car and 3 x MPT
- CCTV system in place and in-house operators
- Shuttle service in operation for all visitors to the operational area at the MPT portion of the terminal

Security Service Provider Challenges/Risks

- High risk of claims due to the commodity that is being handled
- Clear bags to be provided to officials for their personal belongings
- Close proximity to the CBD increase risk of trespasser/stowaways and vehicle theft/theft of vehicle accessories

- Overhead machinery in the Point area
- To prevent damage to new vehicles, no sharp objects on uniform to be worn, i.e.
 - Belt buckle needs protection
 - Wristwatch must be covered
 - No Zipper or the zipper of reflective jacket must be covered with a velcro strap
 - No rings to be worn

MAYDON WHARF and AGRIPORT TERMINALS





MAYDON WHARF & AGRIPORT TERMINALS



Security Management

- 1 x Security Manager (shared with Car and Point Terminals) supported by 3 supervisors dedicated to this terminal
- CCTV system with in-house operators

Security Service Provider Challenges/Risks

- Multi-user facility with access control challenges increase the risk of trespassing/stowaways and multiple access points into the area
- Theft

- Space constraints within the area increase the risk of accidents
- Poor road infrastructure, truck congestion and traffic management
- Overhead machinery (Mobile Harbour Cranes)
- Heavy machinery used for Operations
- Dust within the Agriport terminal



PIER 1 CONTAINER TERMINAL





DURBAN CONTAINER TERMINAL (PIER 2)





DURBAN CONTAINER TERMINAL (PIER 2)





DCT A-CHECK AND TRUCK STAGING AREA





DURBAN CONTAINER TERMINALS



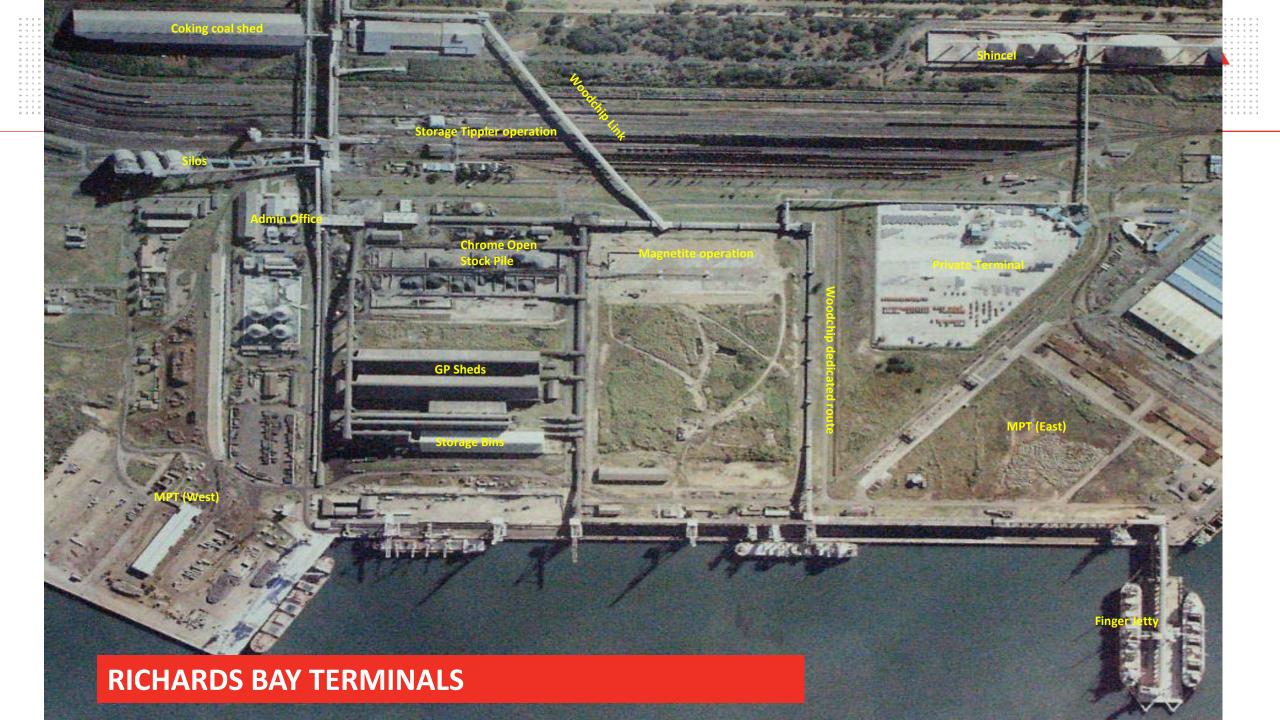
Security Management

- 1 x Security Manager supported by 6 supervisors (Pier 1 3 and Pier 2 3)
- CCTV in-house operators
- Shuttle service in operation for all visitors to the operational area

Security Service Provider Challenges/Risks

- No/erratic public transport
- High cargo volume environment, increase risk of theft and pilferage

- Overhead machinery
- Heavy machinery in operation
- Truck congestion and traffic management
- Terminal rehabilitation program (construction area)



RICHARDS BAY TERMINALS





RICHARDS BAY TERMINALS





RICHARDS BAY TERMINALS



Security Management

- 1 x Security Manager supported by 6 supervisors (Bulk Terminal 3 and MPT 3)
- CCTV in house operators

Security Service Provider Challenges/Risks

- High cargo volume environment, increase risk of theft and pilferage.
- Trespassers/stowaways due to vagrants living on port periphery
- Time taken to deploy officials due to the size of the plant and speed limit in place (40 km/h). Recommend the deployment of a combi and LDV

- Overhead machinery
- Heavy machinery in operation
- Truck congestion and traffic management
- High levels of dust due to variety of commodities being handled

