



DESIGN, MANUFACTURE, DELIVERY, ERECTION, TESTING AND COMMISSIONING OF ONE (1) 65 TON TWIN-LIFT SHIP-TO-SHORE (STS) CRANE AT PORT ELIZABETH CONTAINER TERMINAL FOR TRANSNET SOC LTD (REG.NO 1990/000900/30) OPERATING AS TRANSNET PORT TERMINALS (HEREINAFTER REFERRED TO AS "TPT")

**Briefing Session: TPT/2022/06/0297/5745/RFP
27th September 2022**





Agenda – Rochelle Isaacs

Welcoming – Rochelle Isaacs

Introductions – Tenderers and TPT Team

Project Overview/Background – Benjamin Blom

Works Information – Benjamin Blom

Tender Details – Rochelle Isaacs

Procurement Procedures – Rochelle Isaacs

Evaluation Schedules and Scoring Methodology – Benjamin Blom

Pricing Instructions – Rochelle Isaacs

Activity Schedule – Rochelle Isaacs and Benjamin Blom

Contract Data - Rochelle Isaacs and Benjamin Blom

- This briefing session is non - compulsory
- The attendance register will be downloaded from TEAMS with a list of email addresses for information to be distributed to all tenderers. The attendance list will be emailed to all attendees
- An approximate time allocation of 1 hour has been catered for this session, however this is just a guide, the session could end sooner or later.
- The non compulsory briefing session will be recorded via the teams app



PROJECT OVERVIEW/BACKGROUND

This Contract is required because of the following reasons:

- The PECT is the primary port for perishable cargo in the Southern African region. It supports the hinterland exotic fruit exports as well as Manganese exports and is considered to be one of the most significant drivers in stimulating and sustaining the economic growth of the region. PECT's core business is centered on the handling of containerized cargo.
- The terminal operates highly mechanized equipment, including a four (4) STS crane design, to handle containers. This is based on servicing the manganese skip tainer volumes at 15 moves per hour as well as container vessels simultaneously at a GCH of 28.
- On the 30th of October 2018 an IMPSA Ship to Shore Crane number 518 suffered substantial damage during gale force winds.. TPT management elected to replace the IMPSA crane with a similar type of crane to the damaged crane that can withstand strong winds.
- The benefits will be achieved by replacing the STS crane and the terminal will have adequate capacity to deliver planned volumes as per the Transnet, Corporate Plan, thereby supporting the needs of the South African fresh fruit and Manganese export industries. This will stimulate the country's economy, as the Eastern Cape foreign earnings on citrus exports



WORKS INFORMATION

Transnet is calling for proposals from experienced service providers with a proven track record for the design, manufacture, delivery, erection, testing and commissioning of one (1) 65-ton twin-lift ship-to-shore (STS) container handling gantry crane including 1 x interchangeable twin-lift telescopic spreader for PECT;

The Scope of works comprises of the followings works:

- The design, manufacture, delivery, erection, testing and commissioning of one (1) 65-ton twin-lift ship-to-shore (STS) container handling gantry crane including 1 x interchangeable twin-lift telescopic spreader.
- The supply, testing and commissioning of two (2) spare interchangeable twin-lift telescopic spreaders suitable for handling 20' and 40'/45' containers, for the STS crane
- The supply, testing and commissioning of one heavy lift beam, which is interchangeable with the spreader, for the STS crane;
- The supply of one (1) computer workstation and one (1) notebook computer for the STS crane;
- The supply of Mandatory Critical Spares as listed within the tender document, for the STS crane;
- The training of Employer's operational staff for the STS crane;
- The training of Employer's maintenance staff for the STS crane;
- The manufacture, supply, delivery and commissioning of one (1) spreader test panel for the twin-lift telescopic ship-to-shore crane spreaders

**Deliverables:**

The key deliverables of this project will contain the following:

The Deliverables below are all applicable to:

- Safety management
- Scope management
- Integration management
- Time (schedule) management
- Procurement and Contract management
- Cost management
- Human resource management
- Quality management
- Environmental management
- Communication management.



TENDER DETAILS

RFP NUMBER : **TPT/2022/06/0297/5745/RFP**

ISSUE DATE : **15 SEPTEMBER 2022**

CLOSING DATE : **14 OCTOBER 2022**

CLOSING TIME : **12h00 NO LATE TENDERERS WILL BE CONSIDERED**

TENDER VALIDITY PERIOD : **12 Weeks from Closing Date**

Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

a) The Transnet e-Tender Submission Portal can be accessed as follows:

Log on to the Transnet eTenders management platform website (<https://transnetetenders.azurewebsites.net>);

- 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.
- Tenderers are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Tenderer can upload 30mb per upload and multiple uploads are permitted.

b) The tender offers to this tender will be opened as soon as possible after the closing date and time. Transnet shall not, at the opening of tenders, disclose to any other company any confidential details pertaining to the Tender Offers / information received, i.e. pricing, delivery, etc. The names and locations of the Tenderers will be divulged to other Tenderers upon request.

c) Submissions must not contain documents relating to any Tender other than that shown on the submission.



Addendums and Clarifications

- An opportunity for Clarification questions will be provided after 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. Our aim is to provide the consolidated response within 2 Days.
- Any additional clarification questions hereafter will only be accepted by TPT until 12h00 on 07 October 2022
- Responses to clarification questions will only be provided to bidders who have provided their contact information in a legible format on the attendance register.
- All addenda shall also be made available on the National Treasury e-tender portal.
- All communication subsequent to this briefing session must only be directed to the Sourcing Specialist, Rochelle Isaacs -Rochelle.isaacs@transnet.net.
- After the closing date of the RFP, a Respondent may only communicate with The Secretariat of the Divisional Acquisition Council, 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.



TENDER DOCUMENT LAYOUT

The following items will be addressed:

- Tender Document - Table of Content
- Communications – Tender invitation
- Tendering Procedures – Tender Data
- Returnable Schedules
- Form of Contract – NEC3 ECC (Option A)
- Contract Data Part 1 and 2
- Contract Data – Z Clauses
- NIPP Application
- Insurance



Table of Contents

Number	Heading
The Tender	
Part T1: Tendering Procedures	
T1.1	Tender Notice and Invitation to Tender
T1.2	Tender Data
Part T2: Returnable Documents	
T2.2	Returnable Schedules
The Contract	
Part C1: Agreements and Contract Data	
C1.1	Form of Offer and Acceptance
C1.2	Contract Data (Parts 1 & 2)
C1.3	Form of Guarantee



Part C2: Pricing Data	
C2.1	Pricing Instructions
C2.2	Activity Schedule
Part C3: Scope of Work	
C3.1	Works Information
Part C4: Site Information	
C4.1	Site Information

COMMUNICATION

- All communications whether general, commercial or technical to go via the Procurement Specialist, **Rochelle Isaacs** (contact details in tender document).

Email – Rochelle.isaacs@transnet.com
Telephone Number – 072 401 4015 / 065 963 2412

- All communication is to be sent via a clarification register and will be issued only to the attendees of this clarification meeting.
- The TEAMS attendance register will be utilised for communication (as these contact details will be used to issue all clarifications and addendums if any).
- Last day for Clarification – **Five working days before the closing date 07 October 2022**



TENDERING PROCEDURES

T1.2 Tender Data

- Tender offer validity period of **12 weeks** after the closing date;
- The tenderer is required to submit all documents as stated in **F2.23 of the tender data** and the tender offer will only be accepted if the tenderer complies with **F3.13 of the tender data** such as :
 - ✓ A valid Tax Clearance Certificate issued by the South African Revenue Services and the TCC Pin which has an active status
 - ✓ A valid certified SANAS B-BBEE verification certificate
 - ✓ Central Supplier Database - Supplier Number and Unique registration reference number
 - ✓ Certified Letter of Good Standing with the Workmen's compensation fund



Step 1 - Administrative responsiveness

- Whether the bid has been lodged on time.
- The tender materially complies with the scope / specifications of the Tender
- The tender contains Price Offer
- Whether all Returnable Documents and/or schedules were completed and returned by the closing date and time.
- Verify the validity of all Returnable Documents.

Step 2: Substantive responsiveness and Pre-qualification

- Whether any pre-qualification criteria set by Transnet, have been met;
- Technical Criteria and Functional Requirements
- Whether the Bid contains a priced offer as prescribed in the pricing schedule
- Whether the Bid materially complies with the scope and/or specification given

Step 3: Functionality Criteria

- The maximum number of points for each evaluation criteria for the measurement of functionality
- Tenderers are to take note that the aforementioned functionality criteria will be evaluated based on the tendering entity's own professional and technical qualifications, professional and technical competence, managerial capability, reliability, experience and reputation, expertise and the personnel, to perform the contract, specifically related to the Scope of Works. Tenderers cannot rely on the qualifications, competence, capability, reliability, experience, reputation, expertise and personnel of another organization.
- Only those tenderers who attain the minimum number of evaluation points (80) will be eligible for further evaluation, failure to meet the minimum threshold will result in the tender being disqualified and removed from further consideration.

Step 4: Price and Preference (Financial offer and B-BBEE)

- Points will be allocated as follows:
 - Financial Offer (90); and
 - B-BBEE (10)

Step 5: Final award

- Transnet reserves the right to conduct post tender negotiations with the preferred bidder.
- A final evaluation will be conducted in terms of 90/10 and the contract will be negotiated and awarded to the successful bidder.



Evaluation Criteria

STAGE ONE: Technical Eligibility Criteria

Tenderers are to satisfy the following technical eligibility criteria in terms returnable **T2.2-01** (Compliance to Eligibility Criteria)

The Tenderer is an original equipment manufacturer (OEM) of STS cranes <ul style="list-style-type: none"> Confirmation is required on the company Letter Head from OEM declaring that they will be supplying TPT directly. OR	T2.2-01	Yes/No
The Tenderer is an approved agent of the original equipment manufacturer (OEM) of STS cranes <ul style="list-style-type: none"> Confirmation is required on a Letter Head from the OEM declaring the agreement and contract that the OEM Agent will be authorized on behalf of the OEM to supply TPT directly. A copy of the Agency Agreement is to be supplied 		Yes/No
Design Compliance to F.E.M.		Yes/No
Minimum Twin Lift Hoisting Capability of 65 ton		Yes/No
Minimum Spreader Outreach from center-line seaside rail to center of spreader of 52m		Yes/No
Minimum Spreader Hoisting Height from top of seaside rail to bottom of spreader of 37m		Yes/No
Rail Gauge of 20m		Yes/No
Crane designed to receive Main Power Supply of 11,000 Volts		Yes/No
All motors and drives are AC		Yes/No



Evaluation Criteria

STAGE ONE: Technical Eligibility Criteria

Tenderers are to satisfy the following technical eligibility criteria in terms returnable **T2.2-01** (Compliance to Eligibility Criteria) continue

Minimum In-Service wind Speed of 90 km/hr	T2.2-01	
Hoist Speed with 65-ton Load: Minimum 90 m/min		Yes/No
Trolley Speed with 65-ton Load: Min 210 m/min		Yes/No
Corrosion Protection Guarantee on crane structure: > or = 10 years		Yes/No
Walkway stringers, staircase stringers, support brackets, kickplates, handrails, knee rails and stanchions to be hot dip galvanised and painted. Stair treads and walkway grating to be hot dip galvanised.		Yes/No
Number of paint coats including primer: Minimum of 3 coats		Yes/No
Maximum Wheel Load on Waterside and Landside Rails (in-service and out of service) of 63,5 tons		Yes/No
Maximum distributed crane rail loading of 490 kN/m per corner comprising 8 wheels		Yes/No
Access from ground to the top of the A-frame is via staircase		Yes/No
Compliance to clauses 4.1.1.1 to 4.1.1.17 of Technical Specification 'TPT_TS_TwinLift_AC_STSCrane Rev. no. 13', i.e. all 17 of these clauses		Yes/No



Evaluation Criteria

STAGE ONE: Test Minimum Threshold of 80% for Technical Criteria and Functional Requirements

The test for the Technical and Functional threshold will include the following:

Technical & Operational	Pre-Qualification Technical Criteria	% Weightings	RFP Reference
	Guarantees and Warranties on components	16	T2.2-02
	Guarantees and Warranties on structure	4	T2.2-02
	Track Record: Tenderers as an original equipment manufacturer (OEM) of STS cranes, or an approved agent of an OEM of STS cranes, are required to demonstrate their experience, i.e. as OEM/Approved OEM Agent, in the design and supply of twin lift ship-to-shore cranes with a capacity of at least 60 tons under the spreader, over the last 5 years.	25	T2.2-03
	Compliance to Employer's Technical Specifications	25	T2.2-04
	Delivery Lead Time from contract award to commissioning & handover (incl operator training, endurance testing and technical training) of STS Crane.	20	T2.2-05
	Sub-total	55	



Evaluation Criteria

STAGE ONE: Test Minimum Threshold of 80% for Technical Criteria and Functional Requirements

The test for the Technical and Functional threshold will include the following:

	Pre-Qualification Technical Criteria	% Weightings	RFP Reference
Track Record	Response time to call outs for technical support	5	T2.2-06
Lead Time	Width of Access Way from floor level to operator's cabin	5	T2.2-07
Total Weighting:		100%	
Minimum qualifying score required:		80%	

The minimum threshold for Stage Four pre-qualification criteria and functional requirements (80%) must be met or exceeded for a Respondent's Proposal to progress to Stage Five for final evaluation.



Basic Design Parameters

Parameter	Value
Span	20m
Type of gantry rail	A100 with 100mm crown width
Difference in rail level WS to LS	209 mm (WS lower)
Twin-lift hoisting capability	Minimum 65 ton
Spreader Outreach (from c/l WS rail)	Minimum 52m
Spreader Back reach (from c/l LS rail)	19m
Lowest point of spreader below seaside rail	16m
Spreader hoisting height above seaside rail	Minimum 37m
Inside clearance between gantry legs	Minimum 17.00m
Overall crane width; width across buffers	+/- 27m
Clearance height under sill beam	Minimum 18.0m



Basic Performance Requirements

Minimum operating speeds for the various motions:

Parameter	Value
Hoist speed (at no load, with spreader only)	180 m/min
Hoist speed (at rated load)	90 m/min
Trolley speed (at rated load)	210 m/min
Long travel (gantry) speed (at rated load)	45 m/min
Boom up, to fully raised position	6 min

Further Requirements

- Tenderers are to provide costing for the mandatory critical spares, as per T2.2-25.
- The new STS crane must be able to operate with the existing rotating spreaders used for exporting manganese. The crane is to be equipped with the additional push buttons and indications for the rotating spreader control. The necessary PLC programming to also be included in the supply.



Terminal Layout



- Area marked in red is where the crane / crane components will be offloaded at berth 102.
- Maximum vessel size is 315 m LOA and a draft restriction is 11,9 m.



Additional Information

- Transnet Port Terminal will appoint a Third Party Design Review company to review and approve the successful bidders design prior to fabrication starting. Tenderers to make an allowance of 4 weeks in their schedule for the review of each submission of the design and finite element analysis.
- Transnet Port Terminals will appoint a Third Party Inspectorate to conduct inspections during the fabrication process.
- The importance of the corrosion protection during fabrication is stressed, as this is the leading cause of non-conformance incidents.
- Tenderers are to note the Compliance to clauses 4.1.1.1 to 4.1.1.17 of Technical Specification 'TPT_TS_TwinLift_AC_STSCrane Rev. no. 13' is an eligibility criteria.
- It must be noted that the allowable uniformly distributed load on the berth between the crane rails, as well as the back-up area behind the crane rails, is 40 kPa. This needs to be taken into account when slipping the crane.



CONTRACT DATA

X7: Delay damages

X13: Performance Bond

X18: Limitation of liability

Z: *Additional conditions of contract*

Z1: Intellectual property

Z2: Assignment and Waiver

Z3: Obligations in respect of the South African Government's National Industrial Participation Program (NIPP)

Z4: Defects Correction Guarantee

Z5: Additional clause relating to Performance Bonds and/or Guarantees

Z6: Contract Hedging

Z7: Anti-Corruption Warranty

Z8: Right Reserved by the Employer to Conduct Vetting through SSA

Z9: Protection of Personal Information Act

Z10: Additional obligations in respect of Termination

X7.1 Delay damages for Completion of the whole of the works

0,1% of the total contract value per day

X13.1 The amount of the performance bond is

20% of the total of the Prices



NIPP principles

- Endorsed by Cabinet on 30 April 1997
- All state and parastatal contracts with imported content >USD 10m is subject to a NIPP obligation
- The USD10m threshold is reached as follows:
 - (a) when any single contract has imported content >USD10m
 - (b) Multiple contracts for same goods each with imported content >USD3m to one supplier over 2 years, which in total exceeds USD10m.
 - (c) A renewable option is exercised the imported content >USD10m
 - (d) Multiple suppliers for same goods under same contract where the value of imported content of each allocation >USD3m, which in total exceeds USD10m



NIPP Principles

- The NIPP obligation = 30% of the imported content
- DTI will negotiate and conclude NIPP contracts eg investments, JVs, subcontracting, R&D, technology transfer.
- Direct NIPP refers to local investments etc directly related to the industry from which the procurement event originates. The preferred option.
- Indirect NIPP unrelated to industry from which the procurement event originates.
- The NIPP obligation is between the supplier and DTI, not the supplier and Transnet
- NIPP obligations must be discharged within 7 years
- NIPP obligations must not result in increase in price and must be economically and operationally sustainable.



SBD 5

- Bidder must submit SBD5 as an essential returnable document
- Wording of SBD5 must not be amended
- If bidder fails to sign and submit SBD5 at closing of bid, the bidder must be requested to do so within 7 days
- Failure to provide SBD5 within the 7 day grace period *may* result in disqualification.



PRICING INSTRUCTIONS

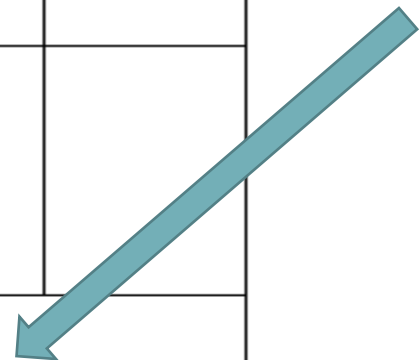
1.2. Measurement and Payment

- 1.2.1 The Activity Schedule provides the basis of all valuations of the Price for Work Done to Date, payments in multiple currencies, price adjustments for inflation and general progress monitoring.
- 1.2.2 The amount due at each assessment date is based on **completed activities and/or milestones** as indicated on the Activity Schedule.
- 1.2.3 The Activity Schedule work breakdown structure provided by the *Contractor* is based on the Activity Schedule provided by the *Employer*. The activities listed by the *Employer* are the minimum activities acceptable and identify the specific activities which are required to achieve Completion. The activity schedule work breakdown structure is compiled to the satisfaction of the *Project Manager* with any additions and/or amendments deemed necessary.
- 1.2.4 The *Contractor's* detailed Activity Schedule summates back to the Activity Schedule provided by the *Employer* and is in sufficient detail to monitor completion of activities related to the Accepted Programme in order that payment of completed activities may be assessed.
- 1.2.5 The short descriptions in the Activity Schedule are for identification purposes only. All work described in the Works Information is deemed included in the activities.
- 1.2.6 The Activity Schedule is integrated with the Prices, Accepted Programme and where required the forecast rate of payment schedule.
- 1.2.7 Activities in multiple currencies are separately identified on both the Activity Schedule and the Accepted Programme for each currency.
- 1.2.8 The tendered total of the prices as stated in the Contract Data is obtained from the Activity Schedule summary. The tendered total of the prices includes for all direct and indirect costs, overheads, profits, risks, liabilities and obligations relative to the Contract.



C2.2 Activity Schedule

Item	Activity Description	Qty	Rate	Total Price
1.	MAIN OFFER			
1.1	The design, manufacture, delivery, erection, testing and commissioning of one (1) 65 ton twin-lift ship-to-shore (STS) container handling gantry crane including 1 x twin-lift spreader (here-after called "crane") for berth 102 at PECT;	1		
1.2	The supply, testing and commissioning of two (2) spare interchangeable twin-lift telescopic spreaders suitable for handling 20' and 40'/45' containers, for the STS crane in 1.2.1.1;	2		
1.3	The supply testing and commissioning of one interchangeable heavy lift beam for the STS crane in 1.2.1.1;	1		
1.4	The supply of one (1) computer workstation and one (1) notebook computer for the STS crane in 1.2.1.1;	lot		
1.5	The supply of <u>Mandatory Critical Spares</u> as listed by the <i>Employer</i> , for the STS crane in 1.2.1.1;	lot		
1.6	The training of <i>Employer's</i> operational staff for the STS crane in 1.2.1.1.	lot		
1.7	The training of <i>Employer's</i> maintenance staff for the STS crane in 1.2.1.1.	lot		
1.8	The manufacture, supply, delivery and commissioning of one (1) spreader test panel for the twin-lift telescopic ship-to-shore crane spreaders in 1.2.1.1 and 1.2.1.2.			
2.	OPTIONS			
2.1	<u>Recommended Critical Spares</u> that <i>Employer</i> should keep in stock (over and above the Mandatory Critical Spares) to support the cranes for the first 10 years of operation.	lot		
2.2	<u>Maintenance Spares</u> to support the cranes for the first year of operation (approximately 120,000 cycles).	lot		
2.3	An engineer(s)/technician(s) stationed on site for the first 6 months on a 24hours-a-day basis. The functions of the engineer(s)/technician(s) will be to undertake root cause analysis, provide knowledge transfer to the <i>Employer's</i> maintenance and operations staff, undertake various adjustments as may be required, provide performance records and analysis information reports to the local maintenance manager.	lot		
Total Price to be carried over to the Form of Offer & Acceptance			R	



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