

TRANSNET RAIL INFRASTRUCTURE MANAGER

an Operating Division of **TRANSNET SOC LTD**

[hereinafter referred to as **Transnet**]

[Registration No. 1990/000900/30]

REQUEST FOR PROPOSAL [RFP]

**FOR THE PROVISION OF CONSULTANCY SERVICES ON THE DEVELOPMENT OF A REGION'S
NATIONAL OPERATIONS AND FUNDING STRATEGY FOR THE TRANSNET RAIL
INFRASTRUCTURE MANAGER FOR A PERIOD OF SIX (6) MONTHS**

RFP NUMBER: HOAC-HO- 53440

ISSUE DATE: 13 JUNE 2025

NON-COMPULSORY BRIEFING SESSION: 23 JUNE 2025

[Join the meeting now](#)

CLOSING DATE: 11 JULY 2025

CLOSING TIME: 10AM

**BID VALIDITY PERIOD: 180 BUSINESS DAYS FROM CLOSING DATE
(27 MARCH 2026)**

SUBMISSION TO: Transnet e-tender submission portal – see SBD 1 for details

SCHEDULE OF BID DOCUMENTS

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FOR THE PROVISION OF CONSULTANCY SERVICES ON THE DEVELOPMENT OF A CORRIDOR FUNDING STRATEGY FOR TRANSNET RAIL INFRASTRUCTURE MANAGER FOR A PERIOD OF SIX (6) MONTHS**SECTION 1: SBD1 FORM****PART A
INVITATION TO BID**

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF TRANSNET RAIL INFRASTRUCTURE MANAGER, A DIVISION TRANSNET SOC LTD							
BID NUMBER:	HOAC-HO-53440	ISSUE DATE:	13 JUNE 2025	CLOSING DATE:	11 JULY 2025	CLOSING TIME:	10:00AM
DESCRIPTION	FOR THE PROVISION OF CONSULTANCY SERVICES ON THE DEVELOPMENT OF A REGIONS NATIONAL OPERATIONS AND FUNDING STRATEGY FOR THE TRANSNET RAIL INFRASTRUCTURE MANAGER FOR A PERIOD OF SIX (6) MONTHS						
BID RESPONSE DOCUMENTS SUBMISSION INSTRUCTIONS							
(please refer to section 2, paragraph 3 for a detailed process on how to upload submissions): https://transnetetenders.azurewebsites.net							
BIDDING PROCEDURE / TECHNICAL ENQUIRIES MAY BE DIRECTED TO:							
CONTACT PERSON	Kgaugelo Makgate						
TELEPHONE NUMBER	011 584 1174						
FACSIMILE NUMBER	N/A						
E-MAIL ADDRESS	Kgaugelo.Makgate@transnet.net						
SUPPLIER INFORMATION							
NAME OF BIDDER							
POSTAL ADDRESS							
STREET ADDRESS							
TELEPHONE NUMBER	CODE		NUMBER				
CELLPHONE NUMBER							
FACSIMILE NUMBER	CODE		NUMBER				
E-MAIL ADDRESS							
VAT REGISTRATION NUMBER							
IT IS A CONDITION OF THIS BID THAT THE TAX MATTERS OF THE SUCCESSFUL RESPONDENTS BE IN ORDER, OR THAT SATISFACTORY ARRANGEMENTS HAVE BEEN MADE WITH SOUTH AFRICAN REVENUE SERVICE (SARS) TO MEET THE RESPONDENTS TAX OBLIGATIONS.							
	TCP PIN		OR	CSD NO			
SUPPLIER COMPLIANCE STATUS	<input type="checkbox"/> Yes <input type="checkbox"/> No		OR	BBEEE STATUS LEVEL SWORN AFFIDAVIT			
If Yes, Who was the Certificate issued by?							
AN ACCOUNTING OFFICER AS CONTEMPLATED IN THE CLOSE CORPORATION ACT (CCA) AND NAME THE APPLICABLE IN THE TICK BOX	<input type="checkbox"/> AN ACCOUNTING OFFICER AS CONTEMPLATED IN THE CLOSE CORPORATION ACT (CCA) <input type="checkbox"/> A VERIFICATION AGENCY ACCREDITED BY THE SOUTH AFRICAN ACCREDITATION SYSTEM (SANAS) <input type="checkbox"/> A REGISTERED AUDITOR NAME:						
[A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE/ SWORN AFFIDAVIT (FOR EMES & QSEs) MUST BE SUBMITTED FOR PURPOSES OF COMPLIANCE WITH THE B-BBEE ACT]							

Respondent's Signature

Date & Company Stamp

1 ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES /WORKS OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES ENCLOSE PROOF]	2 ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES /WORKS OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES, ANSWER QUESTIONNAIRE BELOW]
Signature of the Bidder	Date:

QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS

IS THE BIDDER A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)? ☐ YES ☐ NO

DOES THE BIDDER HAVE A BRANCH IN THE RSA? ☐ YES ☐ NO

DOES THE BIDDER HAVE A PERMANENT ESTABLISHMENT IN THE RSA? ☐ YES ☐ NO

DOES THE BIDDER HAVE ANY SOURCE OF INCOME IN THE RSA? ☐ YES ☐ NO

IF THE ANSWER IS “NO” TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 1.3 BELOW.

PART B

TERMS AND CONDITIONS FOR BIDDING

1. TAX COMPLIANCE REQUIREMENTS
1.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS. 1.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS. 1.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA. 1.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID. 1.5 IN BIDS WHERE UNINCORPORATED CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER. 1.6 WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED. 1.7 RESPONDENTS ARE REQUIRED TO SELF-REGISTER ON NATIONAL TREASURY'S CENTRAL SUPPLIER DATABASE (CSD) WHICH HAS BEEN ESTABLISHED TO CENTRALLY ADMINISTER SUPPLIER INFORMATION FOR ALL ORGANS OF STATE AND FACILITATE THE VERIFICATION OF CERTAIN KEY SUPPLIER INFORMATION. ONLY FOREIGN SUPPLIERS WITH NO LOCAL REGISTERED ENTITY NEED NOT REGISTER ON THE CSD. THE CSD CAN BE ACCESSED AT HTTPS://SECURE.CSD.GOV.ZA/ .

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.

SIGNATURE OF BIDDER:

.....

CAPACITY UNDER WHICH THIS BID IS SIGNED:

.....

(Proof of authority must be submitted e.g. company resolution)

DATE:_____

Respondent's Signature

Date & Company Stamp

SECTION 2 : NOTICE TO BIDDERS**1 INVITATION TO BID**

Responses to this RFP [hereinafter referred to as a **Bid** or a **Proposal**] are requested from persons, companies, close corporations or enterprises [hereinafter referred to as an **entity, Respondent** or **Bidder**].

DESCRIPTION	FOR THE PROVISION OF CONSULTANCY SERVICES ON THE DEVELOPMENT OF A REGIONS NATIONAL OPERATIONS AND FUNDING STRATEGY FOR THE TRANSNET RAIL INFRASTRUCTURE MANAGER FOR A PERIOD OF SIX (6) MONTHS
TENDER ADVERT	All Transnet tenders are advertised on the National Treasury's e-Tender Publication Portal and the Transnet website only. If you receive tender adverts for Transnet in any other platform other than the ones mentioned, it is your duty to verify the authenticity, accuracy, latest updates and reliability of the information with the platforms mentioned. Should both of these media (i.e. National Treasury's e-Tender Publication Portal or Transnet website) not be available, bidders are advised to check on the other media for advertised tenders.
RFP DOWNLOADING	<p>This RFP may be downloaded directly from National Treasury's e-Tender Publication Portal at www.etenders.gov.za free of charge.</p> <p>To download RFP and Annexures:</p> <ul style="list-style-type: none"> • Click on "Tender Opportunities"; • Select "Advertised Tenders"; • In the "Department" box, select Transnet SOC Ltd. <p>Once the tender has been in the list, click on the "Tender documents" tab and process to download all uploaded documents.</p> <p>The RFP may also be downloaded from the Transnet Portal at https://transnetetenders.azurewebsites.net (</p>
COMMUNICATION	<p>Transnet will publish the outcome of this RFP on the National Treasury e-tender portal and Transnet website with 10 days after the award has been finalised. All unsuccessful bidders have a right to request for reasons for their bid not being successful. This requested must be directed to the contact person stated in the SBD 1 form</p> <p>Any addenda to the RFP or clarifications will be published on the e-tender portal and Transnet website. Bidders are required to check the e-tender portal or Transnet website prior to finalising their bid submissions for any changes or clarifications to the RFP.</p> <p>Transnet will not be held liable if Bidders do not receive the latest information regarding this RFP with the possible consequence of either being disadvantaged or disqualified as a result thereof.</p>
BRIEFING SESSION	<p>Yes, a non-compulsory briefing session</p> <p>Bidders are required to confirm their attendance and to send their contact details including the number of representatives (where applicable) to the following address: Kgaugelo.Makgate@transnet.net</p> <p>This is to ensure that Transnet may make the necessary arrangements for the briefing session.</p> <p>Refer to paragraph 2 for details.</p>
CLOSING DATE	<p>Friday, 11 July 2025</p> <p>Bidders must ensure that bids are uploaded timeously onto the system.</p> <p>Generally, if a bid is late, it will not be accepted for consideration.</p>

	<p>Respondents are to submit bid documents by uploading them onto the Transnet system against each tender selected. A Bidder can upload 30mb per upload and multiple uploads are permitted.</p> <p>Bidders should ensure that electronic bid submissions are submitted at least a day before the closing date and bidders should not wait for the last hour before the deadline to submit. This is to enable them to timeously address issues which they may encounter due to internet speed, bandwidth or the size of the number of uploads being submitted. Transnet will not be held liable for any challenges experienced by bidders as a result of their own technical challenges.</p>
VALIDITY PERIOD	<p>180 Business Days from Closing Date (27 March 2026)</p> <p>Bidders are to note that they may be requested to extend the validity period of their bid, at the same terms and conditions, if the internal evaluation process has not been finalised within the validity period. However, once the adjudication body has approved the process and award of the business to the successful bidder(s), the validity of the successful bidder(s)' bid will be deemed to remain valid until a final contract has been concluded.</p> <p>Should a bidder fail to respond to a request for extension of the validity period before it expires, that bidder will be excluded from tender process.</p> <p>With regard to the validity period of next highest ranked bidders, please refer to Section 2, paragraph 10.12</p>

Any additional information or clarification will be published on the e-Tender portal and Transnet website, if necessary.

2 FORMAL BRIEFING

A non-compulsory pre-proposal RFP briefing will be conducted on Microsoft Teams on the **23 June 2025**, at 10am for a period of ± 2hours. [Respondents to provide own transportation and accommodation]. The briefing session will start punctually and information will not be repeated for the benefit of Respondents arriving late.

- 2.1 Despite the briefing session being non-compulsory, Transnet nevertheless encourages all Respondents to attend. Transnet will not be held responsible if any Respondent who did not attend the **non-compulsory** session subsequently feels disadvantaged as a result thereof.
- 2.2 Respondents are encouraged to bring a copy of the RFP to the site meeting and/or RFP briefing.

3 PROPOSAL SUBMISSION

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:

- a) Log on to the Transnet e-Tenders management platform website/ Portal (transnetetenders.azurewebsites.net)
- b) Click on "ADVERTISED TENDERS" to view advertised tenders;
- c) Click on "SIGN IN/REGISTER –to register new bidder information and ensure that all mandatory information is completed) OR;
- d) to sign in if already registered;
- e) Toggle (click to switch) the "Log an Intent" button to submit a bid;
- f) Submit bid documents by uploading them into the system against each tender selected.

- g) Respondents are to submit bid documents by uploading them onto the Transnet system against each tender selected. A Bidder can upload 30mb per upload and multiple uploads are permitted.
- h) Bidders should ensure that electronic bid submissions are submitted at least a day before the closing date and bidders should not wait for the last hour before the deadline to submit. This is to enable them to timeously address issues which they may encounter due to internet speed, bandwidth or the size of the number of uploads being submitted. Transnet will not be held liable for any challenges experienced by bidders as a result of their own technical challenges.
- i) No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net
- j) Each company must register its own profile using its company details and use the corresponding registered profile to log an intent to bid as well as submitting any bid.
- k) Transnet will not accept a bid or will disqualify a bidder who submits a bid in the Transnet e-tender submission through another bidders'/Company's profile. In other words, each bidder must register the intent to bid and submit its bid through its own profile under the same company name that will eventually bid for the tender. No company shall submit a bid on behalf of another company regardless of the company being a subsidiary or holding company.
- l) In case of a Joint Venture, any of the parties/companies to the Joint Venture may use its registered profile to submit a bid on behalf of the Joint Venture.
- m) A detailed bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net

4 RFP INSTRUCTIONS

- 4.1 Please sign documents [sign, stamp and date the bottom of each page] before uploading them on the system. The person or persons signing the submission must be legally authorised by the respondent to do so.
- 4.2 **All returnable documents tabled in the Proposal Form [Section 5] must be returned with proposals.**
- 4.3 Unless otherwise expressly stated, all Proposals furnished pursuant to this RFP shall be deemed to be offers. Any exceptions to this statement must be clearly and specifically indicated.
- 4.4 Any additional conditions must be embodied in an accompanying letter. Subject only to clause 15 [Alterations made by the Respondent to Bid Prices] of the General Bid Conditions, paragraph 12 below (Legal Review) and Section 6 of the RFP, alterations, additions or deletions must not be made by the Respondent to the actual RFP documents.

5 JOINT VENTURES OR CONSORTIUMS

Respondents who would wish to respond to this RFP as a Joint Venture [JV] or consortium with B-BBEE entities, must state their intention to do so in their RFP submission. Such Respondents must also submit a signed JV or consortium agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party. If at the time of the bid submission such a JV or consortium agreement has not been concluded, the partners must submit confirmation in writing of their intention to enter into a JV or consortium agreement should they be awarded business by Transnet through this RFP process. This written confirmation must clearly indicate the percentage [%] split of business and the responsibilities of each party. In such cases, award of business will only take place once a signed copy of a JV or consortium agreement is submitted to Transnet.

- Respondents are to note that for the purpose of Evaluation, a JV will be evaluated based on one consolidated B-BBEE score card (a consolidated B-BBEE Status Level verification certificate) Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table indicated in Section 4.1 of the specific goals Claim Form.

COMMUNICATION (CLARIFICATIONS AND COMPLAINTS)

- 5.1 For specific clarification relating to this RFP, an RFP Clarification Request Form should be submitted to Kgaugelo.Makgate@transnet.net before 12pm **on 4 July 2025**, substantially in the form set out in Section 8 hereto. In the interest of fairness and transparency, Transnet's response to such a query will be published on the e-tender portal and Transnet website.
- 5.2 Specific complaints relating to this RFP before or after the closing date should be formally submitted by emailing to groupscmcomplaints@transnet.net. Once the complaint has been submitted, the Transnet SCM Complaints office will acknowledge your complaint and send you a complaint form for completion.
- 5.3 After the closing date of the RFP, a Respondent may only communicate with Prudence Nkabinde (Secretariat), at telephone number 011 584 0821, email Prudence.Nkabinde@transnet.net on any matter relating to its RFP Proposal.
- 5.4 Respondents are to note that changes to its submission will not be considered after the closing date.
- 5.5 It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of Transnet in respect of this RFP between the closing date and the date of the award of the business.
- 5.6 Respondents found to be in collusion with one another will be automatically disqualified and restricted from doing business with organs of state for a specified period.
- 5.7 Transnet will publish the outcome of this RFP in the National Treasury e-tender portal and Transnet website with 10 days after the award has been finalised. Respondents are required to check the National Treasury e-tender Portal and Transnet website for the results of the tender process. All unsuccessful bidders have a right to request Transnet to furnish reasons for their bid not being successful. This requested must be directed to the contact person stated in the SBD 1 form

6 CONFIDENTIALITY

All information related to this RFP is to be treated with strict confidence. In this regard Respondents are required to certify that they have acquainted themselves with the Non-Disclosure Agreement. All information related to a subsequent contract, both during and after completion thereof, will be treated with strict confidence. Should the need however arise to divulge any information related to this RFP or the subsequent contract, written approval must be obtained from Transnet.

7 COMPLIANCE

The successful Respondent [hereinafter referred to as the **Service provider** shall be in full and complete compliance with any and all applicable laws and regulations.

8 EMPLOYMENT EQUITY ACT

Respondents must comply with the requirements of the Employment Equity Act 55 of 1998 applicable to it including (but not limited to) Section 53 of the Employment Equity Act.

9 DISCLAIMERS

Respondents are hereby advised that Transnet is not committed to any course of action as a result of its issuance of this RFP and/or its receipt of Proposals. In particular, please note that Transnet reserves the right to:

- 9.1 modify the RFP's Goods/Services;
- 9.2 award a contract in connection with this Proposal at any time after the RFP's closing date;
- 9.3 award a contract for only a portion of the proposed Goods/Services which are reflected in the scope of this RFP;
- 9.4 split the award of the contract between more than one Supplier/Service provider, as may be explicitly articulated in the conditions or objective criteria to this RFP;
- 9.5 cancel the bid process;
- 9.6 validate any information submitted by Respondents in response to this bid. This would include, but is not limited to, requesting the Respondents to provide supporting evidence. By submitting a bid, Respondents hereby irrevocably grant the necessary consent to Transnet to do so;
- 9.7 request audited financial statements or other documentation for the purposes of a due diligence exercise;
- 9.8 not accept any changes or purported changes by the Respondent to the bid rates after the closing date and/or after the award of the business, unless the contract specifically provided for it;
- 9.9 to cancel the contract and/request that National Treasury place the Respondent on its Database of Restricted Suppliers for a period not exceeding 10 years, on the basis that a contract was awarded on the strength of incorrect information furnished by the Respondent or on any other basis recognised in law;
- 9.10 to award the business to the next ranked bidder, provided that he/she is still prepared to provide the required Goods at the quoted price, should the preferred bidder fail to sign or commence with the contract within a reasonable period after being requested to do so. Under such circumstances, the validity of the bids of the next ranked bidder(s) will be deemed to remain valid, irrespective of whether the outcome of the tender has been published the outcome of the bid process on the National Treasury e-tender Portal and Transnet website. Bidders may therefore be requested to advise whether they would still be prepared to provide the required Goods at their quoted price.
- 9.11 Request a bidder to furnish further information relating to its Environmental, Social and Governance (ESG) standing at any stage of the procurement or contracting process. This information may not be used for purposes of evaluation and/or disqualify bidder, but may be use for purpose of record and analysis of ESG compliance.
- 9.12 Where sub-contracting is applied in a tender, conduct due diligence assessment on the sub-contractor(s) and this may entail requesting the bidder to provide further information relating to the sub-contractor(s) or directly requesting the information from the sub-contractor(s) as well as conducting any necessary investigations on the sub-contractor(s) to detect issues of "FRONTING".

Note that Transnet will not reimburse any Respondent for any preparatory costs or other work performed in connection with its Proposal, whether or not the Respondent is awarded a contract.

10 LEGAL REVIEW

A Proposal submitted by a Respondent will be subjected to review and acceptance or rejection of its proposed contractual terms and conditions by Transnet's Legal Counsel, prior to consideration for an award of business. A material deviation from the Standard terms or conditions could result in disqualification.

11 SECURITY CLEARANCE

Acceptance of this bid could be subject to the condition that the Successful Respondent, its personnel providing the Goods/Services and its subcontractor(s) must obtain security clearance from the appropriate authorities to the level of **CONFIDENTIAL/ SECRET/TOP SECRET**. Obtaining the required clearance is the responsibility of the Successful Respondent. Acceptance of the bid is also subject to the condition that the Successful Respondent will implement all such security measures as the safe performance of the contract may require.

TRANSNET URGES ITS CLIENTS, SUPPLIERS AND THE GENERAL PUBLIC TO REPORT ANY FRAUD OR CORRUPTION TO

IF YOU DON'T REPORT IT, YOU SUPPORT IT!



Email: Transnet.Reportit@outlook.com

Toll free: 0800 003 056

SMS: 0637867403

Please Call Me number: *120*0637867403

Website: <https://whistleblowersoftware.com/secure/Transnet>

SECTION 3: BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENTS**12 BACKGROUND**

- 13** South Africa's White Paper on National Rail Policy, 2022 (NRP) outlines the rail reform process, emphasising enhanced competition and increased private sector participation to improve efficiency and address existing challenges within the rail system. The NRP is supported by the Cabinet-approved Freight Logistics Roadmap 2023 (FLRM), which guides the restructuring of Transnet Freight Rail (TFR). This includes the separation of the rail network from train operations, the establishment of an independent infrastructure manager, and the implementation of an open access regime for the freight rail network.
- 14** In response to these reforms, the Interim Transnet Rail Infrastructure Manager (TRIM) was established in October 2023 and from 1 April 2025, TRIM started operating as a fully independent operating division of Transnet. TRIM is responsible for managing South Africa's Core and B Feeder Network of rail infrastructure, which spans approximately 21,232 route kilometres that span across three regions: the Eastern Region (North and Northeast corridors), the Western Region (Ore and Cape corridors), and the Central Region (Central and Container corridors). These corridors within regions are critical to freight transportation and enabling regional trade.
- 15** To uphold the principles of open access and comply with the NRP, TRIM published its inaugural Network Statement (NS) in December 2024. The Network Statement outlines the rules of open access and management of track and the proposed track access charges for Train Operating Companies (TOCs) payable to TRIM. The access charge aims to serve as the primary revenue source, covering the capital investment and maintenance costs for the existing regulated asset base, which represents the rail network and TRIM's operating expenses.
- 16** In its draft Network Statement published in March 2024, TRIM initially proposed an access charge that would ensure full recovery of costs, the servicing of current debt, funding of routine and backlog network maintenance and the formation of the Infrastructure Manager. However, during the consultation process on this draft Network Statement, facilitated by the Interim Rail Economic Regulatory Capacity (IRERC), industry stakeholders expressed concerns that the proposed rate was unaffordable. The IRERC subsequently proposed a differentiated rate, which was incorporated in the final Network Statement published by TRIM in December 2024. However, this amended, differentiated rate, results in a funding shortfall as the revised access charge would be insufficient to cover the necessary capital investment, and ongoing maintenance costs of the rail network and TRIM's operating expenses.
- 17** The Freight Logistics Roadmap emphasises key funding principles:
- A sustainable funding model is crucial to the success of the roadmap. After years of underinvestment, the rail system now faces a significant maintenance and refurbishment backlog, which must be addressed to restore nameplate capacity and increased volume throughput and operational efficiency. However, the available fiscal resources are constrained.
 - A strictly user-pay financing system may result in a smaller rail network than is socially optimal.

- In the long term, the core rail network is expected to achieve sufficient density to become commercially viable and self-sustaining, particularly once the network is rationalised. This will require significant investment to improve integrity of the rail network.
- a) However, in the short term, there is a funding shortfall across the regulated asset base, that needs to be addressed, as infrastructure investment requirements currently exceed Transnet's funding capacity. TRIM's rail network includes high-density lines which if isolated are able to self-fund and sustain and low-density lines with socio economic value which if isolated, may not self-sustain.

1 EXECUTIVE OVERVIEW

Whereas Transnet is seeking a partner(s) to provide solutions for its transformation strategies nationally, it also seeks to improve its current processes for providing these Services to its end user community throughout its locations.

The selected Service provider must share in the mission and business objectives of Transnet. These mutual goals will be met by meeting contractual requirements and new challenges in an environment of teamwork, joint participation, flexibility, innovation and open communications. In this spirit of partnership, Transnet and its Supplier/Service provider(s) will study the current ways they do business to enhance current practices and support processes and systems. Such a partnership will allow Transnet to reach higher levels of quality, service and profitability.

Specifically, Transnet seeks to benefit from this partnership in the following ways:

- 1.1 Transnet must receive reduced cost of acquisition and improved service benefits resulting from the Supplier/Service provider's economies of scale and streamlined service processes.
- 1.2 Transnet must achieve appropriate availability that meets user needs while reducing costs for both Transnet and the chosen Supplier/Service provider(s).
- 1.3 Transnet must receive proactive improvements from the Supplier/Service provider with respect to supply/provision of Goods/Services and related processes.
- 1.4 Transnet's overall competitive advantage must be strengthened by the chosen Supplier/Service provider's leading edge technology and service delivery systems.
- 1.5 Transnet end users must be able to rely on the chosen Supplier/Service provider's personnel for service enquiries, recommendations, and substitutions.
- 1.6 Transnet must reduce costs by streamlining its acquisition of Goods/Services, including managed service processes on a Group basis.

2 SCOPE OF REQUIREMENTS

Service providers are required to provide detailed responses to the requirements outlined in the following sections.

3.1. Introduction

The Transnet Rail Infrastructure Manager (TRIM) is responsible for managing South Africa's rail infrastructure, which spans approximately 21,232 route kilometres and includes three regions which are grouped further into Corridors, namely: Eastern Region (North and Northeast corridors), Western Region (Ore and Cape corridors), and Central Region (Central and Container corridors). These corridors within regions are critical to freight

transportation and regional trade, yet they face significant challenges that threaten their operational efficiency and long-term sustainability. Funding constraints, Transnet's financial difficulties, and structural changes arising from rail reform have created an urgent need for TRIM to develop a comprehensive and sustainable operations and funding strategy and implementation plan to ensure that each corridor operating within the regions is adequately resourced and financially viable over the long term. The strategy should consider the changing landscape which will include private sector participation and collaborative efforts between TRIM and various stakeholders.

The following key issues highlight the challenges faced by TRIM:

- 3.1.1. Rail Infrastructure Deterioration and Maintenance Backlog** - TRIM's railway network is burdened by a substantial backlog in maintenance and investment, leading to declining serviceability across multiple corridors. Years of underfunding and inadequate capital expenditure have resulted in deteriorating infrastructure, negatively impacting network efficiency, capacity, and reliability. The dilapidated rail infrastructure not only disrupts current operations but also limits the network's ability to meet future demand, undermining its role in facilitating economic growth and trade.
-
- 3.1.2. Funding Constraints and Financial Challenges** - Transnet's historical financial constraints, exacerbated by a high debt burden of R97.6 billion as of January 2025, have severely restricted investment in capital maintenance and network expansion. Revenue generated from current operations, particularly track access fees, remains insufficient to fund essential maintenance, rehabilitation, and security enhancements required to restore and sustain the network. The funding shortfall perpetuates a cycle of underinvestment and operational decline, necessitating an urgent review of alternative funding mechanisms.
- 3.1.3. Rail Reform and Structural Changes in the Sector** - South Africa's ongoing rail reform has introduced the vertical separation of railway operations, establishing TRIM as an independent rail infrastructure manager distinct from Transnet Freight Rail (TFR). This structural shift mandates the development of a sustainable and strategic funding approach that caters to the unique financial needs of each corridor. To ensure TRIM's long-term viability and alignment with national economic and transport policy objectives, a structured funding model must be developed that supports the reformed rail landscape while enabling broader economic participation.
- 3.1.4. External Risks and Operational Challenges** - Beyond financial constraints, the rail network faces additional risks, including theft, vandalism, and natural disasters, all of which further deteriorate infrastructure and increase operational costs. These challenges necessitate additional security investments and proactive maintenance strategies to safeguard assets and improve network resilience.

Given that track access charges alone are insufficient to cover capital investment, maintenance, and operational costs, TRIM must explore innovative funding mechanisms to bridge the financial gap. This procurement event will address these pressing concerns by delivering region-specific operations and funding strategies, ensuring financial sustainability while aligning with the objectives of rail reform and infrastructure modernisation.

3.2. SCOPE

To obtain a proposal from an experienced, credible Rail Transformation and Strategy Development Consulting Company to develop an operational end-state view for TRIM (supported by a viable funding strategy at the regional level for each of the six corridors. The following is required:

a) **Strategic Analysis**

Outcome: TRIM, Regions and Corridors operating and funding Strategies and operating models to address current & future financial and operations requirements.

- Review TRIM's current business portfolio (commodity flows and market segments) and recommend a Region and Corridor strategy and operating model based on the analysis informed by comprehensive treatment strategies per segment (retain, reposition, partner).
- Assess TRIM's current Regions' operating models and recommend a revised operating model and core functions per region based on the global benchmarks and commodities.
- Review the Region model and identify opportunities for reduction of current cost structures.
- Advise on the appropriateness and relevance of TRIM's capital investment plan including the effectiveness of the plan in addressing TRIM's rail network requirements.
- Assess the impact of security incidents on the freight rail corridors including the related financial impact.
- Advise on any other operational considerations (including risks) that TRIM must consider to ensure sustainability.

3.2.1. Financial Analysis and Financial Modelling

Outcome: Assessment of viability of various scenarios based on multi funding models to address capital and operational expenditure requirements of each corridor or region based on projected traffic and volumes and market appetite.

- Conduct a financial viability analysis over a five-year period, with projections extending to 10year period or longer if considered more appropriate. This analysis should include the development of corridor or regions income statements, balance sheets and cash flow statements, based on operational scenarios, access fees and forecasted volumes as a result of train operations. Some corridors may require the development of high-level financial model scenarios for ringfenced PSPs. The following scenarios should be evaluated:
 - Train operations at full nameplate capacity (assumed end state of 250mt) and full unconstrained maintenance funding provided.
 - Train operations where actual demand is less than nameplate capacity.
 - Impact of various access tariff structures, including TRIM's proposed methodology, the industry's minimum and maximum counterproposal, and the differentiated corridor-specific access fees (without cross-subsidisation between corridors) on available capacity.
 - In some instances, explore appropriate models for discounted tariffs based on envisaged investments on the network.
- Develop a discounted cash flow analysis over the 20-year period or longer if considered more appropriate for each corridor within the region, providing key outputs such as Net Present Value (NPV), Internal Rate of Return (IRR) (both nominal and real), discounted payback period, total payback period and sensitivity analysis.

b) Funding Strategies

Outcome: Funding and operating strategy to meet future demand and ensure efficient and safe rail operations of each corridor within the regions based on international benchmarks

- Review and benchmark international funding models for rail infrastructure, identifying alternative funding sources and financing mechanisms available for TRIM.
- Formulate a funding strategy per region aligned with rail reform, applicable policy frameworks and international benchmarks with an implementation plan
- Provide recommendations on appropriate alternative funding models for infrastructure and maintenance requirements per region to ensure long-term viability and self-sustainability, which include (but are not limited to): project finance, third-party access, and private sector participation.
- The strategy developed must encompass TRIM's full asset portfolio, demonstrating the interdependencies between the various PSP transactions and funding alternatives envisaged in the short, medium and long-term, and overall business impact and alternative sources of revenues. While determining the potential scalability of the strategy, the financial or legal mechanisms required, implementation guidelines, whether there is a dependency on government or private sector support, anticipated timelines and TRIM risks and possible mitigations.
- The strategy should include a detailed assessment of the operational and financial impact of introducing PSPs and any other operating or funding model on specific corridors (people, etc).
- The strategy developed must include a framework for PSP transactions that takes into consideration the contracting framework, repayment models, and performance SLA's.
- The strategy must include an implementation roadmap and RACI matrix for all deliverables.
- Develop a framework for structuring of PSP transactions that takes into account repayment models and performance SLA's.
- The strategy must include an implementation roadmap and RACI matrix for all deliverables.

3.3. Deliverables:

The bidder will be required to provide the following:

3.3.1. A TRIM Operations Strategy, risk analysis, strategy, regions operating models and implementation plan.

3.3.2. An integrated financial model for each of the Regions in MS Excel. The following considerations are essential for developing the models:

- 3.3.2.1 Excel-based models should have clearly defined input fields and assumptions. All assumptions must be explicitly stated, justified, and easily adjustable to reflect different scenarios.
- 3.3.2.2 The model should feature an intuitive structure, making it user-friendly for data input, assumption adjustments, and result generation. All formulas, macros, and automation should be transparent, allowing users to understand and modify them as needed.
- 3.3.2.3 The model should include sensitivity analysis capabilities to test how key outputs respond to changes in major assumptions.
- 3.3.2.4 The model should be transferable for future use by identified Transnet modelling specialists.
- 3.3.2.5 The model should integrate the results of the various region models into one, to enable the assessment of overall TRIM financial impact.
- 3.3.2.6 The Income statements, Balance Sheets and Cash flow statements reflected should comply with International Financial Reporting Standards.

- 3.3.3** The final assessment should culminate in a comprehensive report including global benchmarks, that outlines the overall funding and operations strategy for the network and the funding strategies for each corridor within the regions including associated risks and mitigating actions. The report should identify which corridors within the regions are financially viable and self-sustaining and highlight those with financial shortfalls, with recommendations on how these can be addressed.
- 3.3.4** A TRIM consolidated report highlighting shortfalls with recommendations.
- 3.3.5** The funding requirements for each corridor within the regions must also account for all TRIM's expenses.

3.4 Mandatory Requirements

For technical evaluation purposes, the following requirements are mandatory

- 3.4.1. Portfolio of Evidence of Previous work clearly outlining the nature, scope and duration of services rendered and outputs delivered.
- 3.4.2. Provide a minimum of 3 case studies which outline experience in the execution of the project scope.
- 3.4.3. Relevant qualified experts with a deep understanding of South African rail policies and regulations and expertise in transport freight rail corridors (Qualification: 10+ rail experience and relevant degree).
- 3.4.4. Previous experience in financial modelling, strategy development and analysis, private sector partnerships transactions and analysing freight corridors of a freight rail company.
- 3.4.5. Provide your proposed team structure indicating the Project lead and outlining the roles and responsibilities of each Project team member including Curriculum Vitae (CVs) of the Project lead and Project team indicating relevant qualifications with experience.
- 3.4.6. Certified copies of qualifications
- 3.4.7. A clear proposal and project plan with a well-articulated methodology, timeframe, and demonstrated capacity to execute. The project plan must demonstrate how the experienced resources will carry out the analysis and formulation of the strategy and implementation plan within the 6 months stipulated timeframe. Also, experience, competence, and coordinating skills in conducting a detailed operational assessment of freight rail corridors.
- 3.4.8. The required skills for consultants are outlined in Table below

	Lead Consultant (Executive)	Senior Consultant (Workstream Lead)	Junior Consultant
Education	Business related PHD in Commerce & or Logistics or CA or CFA or Engineering plus MBA	Business related Masters or in Commerce & or Logistics or CA or CFA or Engineering plus MBA	B Degree, Honours in Economics/ Operations Research/Statistics/Industrial Engineering/ Commerce/Civil Engineering

Skills	<ul style="list-style-type: none"> • Strategic thinking with an understanding of business environments and commercial awareness • In-depth understanding of Freight demand, traffic and volume growth and tariff smoothing • International experience in performing asset valuation models and tariff benchmarking exercise • Development or analysis of regulatory methodology • Strong understanding of PSP models in infrastructure network industries • Technical awareness of Competition Regulation in tariff and access regimes • Communication and ability to engage at all levels of leadership within and outside of Transnet 	<ul style="list-style-type: none"> • Design and use of pricing and costing models • Cost modelling and experience in working with capital expenditure programmes • Creating financial and econometric models in infrastructure network industries • Economic modelling skills and development of business cases to deal with risks and uncertainties • Write technical and non-technical reports to illustrate concepts • Provide regulatory, financial and economic advice to stakeholders • Deliver presentations, which non-technical audiences must be able to understand in order to inform decisions • Communication and ability to engage at all levels of leadership within and outside of Transnet 	<ul style="list-style-type: none"> • Primary research, including designing and conducting interviews and surveys • Design and use methods for obtaining data (including the use of data mining methods and tools for big data (SAP ERP)) • Conducting benchmarks • Evaluate past and present economic issues, parameters, risk elements and trends • Market appraisals • Working with financial and economic models • Report writing and presentation skills • Strategy analysis and development
Experience	<p>10 YEARS OF EXPERIENCE IN:</p> <ul style="list-style-type: none"> • The ability to identify and solve complex business, organisational and operational problems and define and improve processes • Global experience in transport the freight rail and logistics industry • Ability to work under pressure and good time management skills 	<p>5 YEARS OF EXPERIENCE IN:</p> <ul style="list-style-type: none"> • Analysing of economic impact of integrated network transport infrastructure developments • Experience in transport industry with demonstrated exposure to rail and relationships with related transport systems such as road, ports and pipelines • Ability to work under pressure and good time management skills 	<p>3 - 5 YEARS OF EXPERIENCE IN:</p> <ul style="list-style-type: none"> • Demonstration of analytical and critical thinking skills • Conducting research and benchmark studies • Working in integrated teams

3.4.9. Provision of Personnel

- The Service provider shall provide the services of suitably qualified persons to the extent that their services are necessary for the performance by the Service Provider of the Services. The qualification and experience of the qualified persons shall be appropriate and adequate for the purpose of rendering the services.
- Such qualified persons shall not be removed from the Project and the rendering of the Services, without the prior written consent of the Client, which consent shall not be unreasonably withheld.
- Whenever, for any reason such persons are unavailable for the performance of the Services, the Service Provider shall as soon as reasonably practical substitute suitably qualified replacements acceptable to the Client, without any additional cost to the Client.
- In addition to the qualified persons referred to above, the Service Provider shall provide and supervise such other suitably qualified and competent staff who are necessary for the execution of activities performed by the Service Provider. The Service Provider shall provide the Client with details of the qualifications and experience of the staff provided, as required and upon receipt of a written request for same.

- Whenever, for any reason, such persons are unavailable for the performance of the Services, the Service Provider shall as soon as reasonably practical substitute suitably qualified replacements acceptable to the Client, without any additional costs to the Client.
- The Client shall have the right to require of the Service Provider, by notice in writing, to immediately remove any person whose continued presence on the Project is, in the reasonable opinion of the Client, undesirable and/or unnecessary. The Service Provider shall, if so required by the Client as soon as reasonably practical, replace any person so removed with a person of equivalent qualifications and skill.

3.5. Performance Requirements

- 3.5.1. Delivery of functional requirements as outlined in sections 3.2 and 3.3 above.
- 3.5.2. Effectively communicate progress at agreed timelines
- 3.5.3. Demonstrate alignment with international best practices
- 3.5.4. Ensures that all project objectives are met according to the project plan
- 3.5.5. Proactively communicate risks and issues
- 3.5.6. Have weekly, monthly status meetings depending on needs
- 3.5.7. Provide weekly and monthly reports

3.6. Other Requirements

- 3.6.1. Training and skills transfer to TRIM internal employees where required. The following skills are to be transferred:
 - 3.6.1.1.1. Strategic analysis
 - 3.6.1.1.2. Financial analysis and financial modelling
 - 3.6.1.1.3. Development and structuring of funding strategies
- 3.6.2. All material emanating from this project will remain the property of TRIM.
- 3.6.3. All Transnet information remains the property of Transnet and all service providers must be willing to sign a confidentiality agreement as well as a non-disclosure agreement.

3 GREEN ECONOMY / CARBON FOOTPRINT

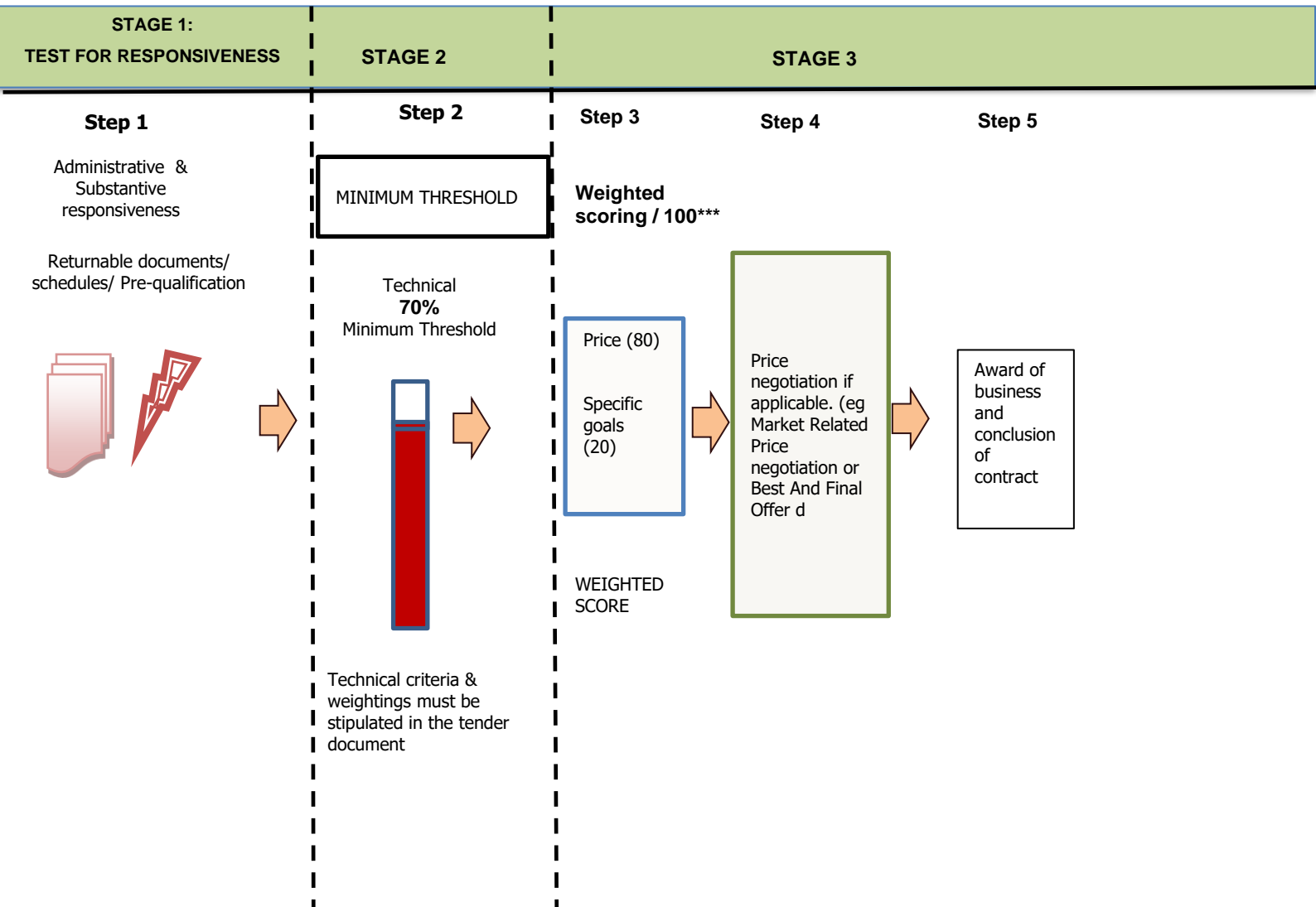
Transnet wishes to have an understanding of your company's position with regard to environmental commitments, including key environmental characteristics such as waste disposal, recycling and energy conservation. *Please submit details of your entity's policies in this regard.*

4 GENERAL SERVICE PROVIDER OBLIGATIONS

- 4.1 The Service provider(s) shall be fully responsible to Transnet for the acts and omissions of persons directly or indirectly employed by them.
- 4.2 The Service provider(s) must comply with the requirements stated in this RFP.

5 EVALUATION METHODOLOGY [INDICATE APPROPRIATE CRITERIA - REMOVE / ADD WHERE NECESSARY]

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



NB: Evaluation of the various stages will normally take place in a sequential manner. However, in order to expedite the process, Transnet reserves the right to conduct the different steps of the evaluation process in parallel. In such instances the evaluation of bidders at any given stage must not be interpreted to mean that bidders have necessarily passed any previous stage(s).

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5.1 STEP ONE: Test for Administrative and Substantive Responsiveness

The test for administrative responsiveness will include the following:

Administrative responsiveness check	RFP Reference
• Whether the Bid has been lodged on time	<i>Section 1 paragraph 3</i>
• Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time	<i>Section 5</i>
• Verify the validity of all returnable documents	<i>Section 5</i>
• Verify if the Bid document has been duly signed by the authorised respondent	<i>All sections</i>
• Whether any general and legislation qualification criteria set by Transnet, have been met	<i>All sections</i>
• Whether the Bid contains a priced offer	<i>Section 4 - Quotation Form</i>
• Whether the Bid materially complies with the scope and/or specification given	<i>All Sections</i>
Check for substantive responsiveness	RFP Reference
• Whether any general and legislation qualification criteria set by Transnet, have been met	<i>All sections including: Section 2 paragraphs, 2.2, 6, 11.2, General Bid Conditions clause 20</i>
• Whether the Bid contains a priced offer as prescribed in the pricing and delivery schedule	<i>Section 4</i>
• Whether the Bid materially complies with the scope and/or specification given	<i>All Sections</i>

The test for responsiveness [Step One] must be passed for a Respondent's Proposal to progress to Step Two for further pre-qualification

5.2 STEP TWO: Minimum Threshold 70% for Technical Criteria

Failure to achieve the 70% threshold will lead to disqualification. The test for the Technical and Functional threshold will include the following:

Evaluation Criteria	Max. Points	Scoring Criteria
1. Company Experience The bidder must provide a detailed Company profile that outlines experience in the execution of the project scope. The profile must be accompanied by case studies signed and authenticated by clients on their letterhead. 1.1. The case studies must demonstrate experience in any or all of the following scope areas: 1.1.1. Strategic analysis 1.1.2. Financial analysis and financial modelling	30%	5 = 3 or more client case studies, with 3 scope areas demonstrated for work done in companies with an individual minimum turnover of >\$0,845bn/R15bn (30%) 3 = 3 or more client case studies, with 2 scope areas demonstrated for work done in companies with an individual minimum turnover of >\$0,845bn/R15bn (18%) 1 = 3 client case studies, with 1 scope area demonstrated for work done in

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<p>1.1.3. Funding strategies including PSP transactions</p> <p>A minimum of 3 case studies should be provided.</p>		<p>companies with an individual minimum turnover of >\$0,845bn/R15bn (6%)</p> <p>0 = less than 3 client case studies do not refer to any scope area demonstrated for work done in companies with an individual minimum turnover of >\$0,845bn/R15bn (0%)</p> <p>* The assessment of the scope areas will be across the case studies submitted in a cumulative manner</p>
<p>2. Lead Advisor previous experience in leading a team of consultants.</p> <p>The bidder must provide a CV with the detailed experience of the lead advisor in leading a team of consultants in the outlined scope areas.</p> <p>The lead advisor should have a deep understanding of global rail reforms and PSPs in infrastructure network businesses, South African rail policies and regulations and expertise in transport freight rail corridors (Qualification: 10+ rail experience and relevant degree).</p> <p>Please refer to section 3.4.8 for skill requirements.</p>	<p>30%</p>	<p>5 = 20 years or more demonstrable experience in leading a team on similar or related (30%)</p> <p>3 = 16 to 19 years demonstrable experience in leading a team on similar or related (18%)</p> <p>1 = 10 to 15 years demonstrable experience in leading a team on similar or related (6%)</p> <p>0 = 0 - 9 years demonstrable experience in leading a team on similar or related (0%)</p>
<p>3. The bidder must provide detailed resources previous experience in providing consultancy services in the outlined scope areas.</p> <p>Respondents must provide CVs of all resources (i.e. team members) to be assigned to this project (Qualification: 3 - 5 rail experience and relevant degree).</p> <p>Breakdown the team structure to illustrate the workstream leads and team members that will be working on the outlined scope areas.</p> <p>CVs of team members excluding the lead advisor should demonstrate a minimum of 20 years combined experience. The workstream leads and management should have the following experience:</p> <ol style="list-style-type: none"> 1. Strategic analysis workstream lead – minimum 5 years' experience demonstrating experience in railways. 2. Financial analysis workstream lead – minimum 5 years' experience. 3. Funding strategies workstream lead – minimum 5 years' experience. <p>Please refer to section 3.4.8 for skill requirements.</p>	<p>15%</p>	<p>5 = Workstream lead/s has 5 years or more for proposed scope area and the proposed Team members have more than 30 years combined experience (15%)</p> <p>3 = Workstream lead/s has 5 years or more for proposed scope area and the proposed Team members have 25 years to 29 years' combined experience (9%)</p> <p>1 = Workstream lead/s has 5 years for proposed scope area and the proposed Team members have 20 but less than 25 years of combined experience (3%)</p> <p>0 = Workstream lead/s has less than 5 years for proposed scope area and the proposed Team members less than 20 years of combined experience (0%)</p>
<p>4. Approach and methodology</p> <p>Provide a Project Plan with a methodology, timeframe, and demonstrated capacity of the project team to execute the assignment.</p> <p>The project maximum timeframe must be 6 months .</p>	<p>20%</p>	<p>5 = Project plan with a methodology, 6 months timeframe, and demonstrated capacity of the project team to execute. (20%)</p> <p>3 = Project plan with methodology but no demonstrated capacity of the project team to execute . (12%)</p>

		1 = Basic project plan only without methodology . (4%)
5. Transfer of Skills Respondent must indicate in writing on their Company Letterhead their ability and willingness to provide for transfer of skills to TRIM employees. The following skills are to be transferred: 5.1. Strategic Analysis 5.2. Financial Analysis and Financial Modelling 5.3. Development of Funding Strategies <i>Provider will make use of TRIM resources for the development of training documents and facilities to conduct required training.</i>	5%	5 = Ability or willingness (on written and signed indication on company letterhead) to provide skills to TRIM employees (5%) 0 = Non-responsive (no written and signed indication on company letterhead) (0%)
Total Weighting:	100%	
The minimum threshold (Failure to meet this threshold will disqualify the bid)	70%	

Respondents are to note that Transnet will round off final technical scores to the nearest 2 (two) decimal places for the purposes of determining whether the technical threshold has been met.

The minimum threshold for technical/functionality [Step Two] must be met or exceeded for a Respondent's Proposal to progress to Step Four for final evaluation

5.3 STEP THREE Evaluation and Final Weighted Scoring

a) **Price Criteria** [Weighted score 80 points]:

Evaluation Criteria	RFP Reference
• Commercial offer	<i>Section 4</i>

Transnet will utilise the following formula in its evaluation of Price:

$$PS = 80 \left(1 - \frac{Pt - Pmin}{Pmin} \right)$$

Where:

Ps = Score for the Bid under consideration
 Pt = Price of Bid under consideration
 $Pmin$ = Price of lowest acceptable Bid

- b) **Specific Goals** [Weighted score 20 points]
- Specific goals preference points claim form
 - Preference points will be awarded to a bidder for attaining the specific goals requirements in accordance with the table indicated in Section 4.1 of the specific goals Claim Form.

5.4 **SUMMARY: Applicable Thresholds and Final Evaluated Weightings**

Thresholds	Minimum Threshold
Technical	70%

Evaluation Criteria	Final Weighted Scores
Price	80
Specific goals - Scorecard	20
TOTAL SCORE:	100

5.5 **STEP FOUR: Price Negotiations (if applicable)**

- Respondents are to note that Transnet may not award a contract if the price offered is not market-related. In this regard, Transnet reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Negotiations will be done in a sequential manner i.e.:
 - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
 - negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.
- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).

5.6 **STEP FIVE : Award of business and conclusion of contract**

- Immediately after approval to award the contract has been received, the successful bidder(s) will be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent(s). where applicable.
- Alternatively, acceptance of a letter of award by the Successful Respondent. will constitute the final contract read together with their RFQ response and the Standard Terms and Conditions. This will be stated in the letter of award.

SECTION 4: PRICING SCHEDULE

Respondents will be required to fully complete items on the pricing schedule. Failure to do so, will lead to bid disqualification:

PART A

No	Deliverable/Description of Services	Salary Band equivalent in accordance with DPSA "Hourly Fee Rates for Consultants"	No of Resources	Estimated No. of Hours	Resource Rate per Hour (VAT Excl.)	Total (VAT Excl.)
1	Management Fees					
1.1	Principal Consultant/Lead Advisor	14/15	1			
1.2	Workstream Lead/Senior Advisor	13/14	4			
1.3	Junior Advisor	12/13	12			
1.4	Other (Please specify)					
Total Price (VAT Exclusive)						
Unconditional Discount						
VAT 15%						
Total Inclusive of VAT						

Pricing Instructions:

- Pricing must be as per the latest gazetted for normal services as contained in the Government Gazette Fee Scale and reduced by any applicable discounts.
- The hourly rates and professional fees of Experts that the bidder uses to provide the services shall be in line with the hourly rates and professional fees applicable for professionals in the respective disciplines as stipulated by the Salary Band equivalent in accordance with DPSA "Hourly Fee Rates for Consultants" in the various Guidelines to Scope of Services and Tariffs of Fees for the various disciplines.

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PART B

No	Deliverable/Description of Services	Unit	Unit Price (VAT Excl.)	Qty	Total Price (Vat Excl.)
1	Monthly Reports (x 6 months)				
2	Communication (phone, SMS)				
3	Travel				
4.1	Air Travel – Domestic				
4	Car Rental				
4.1	Car Rental – Domestic				
5	Accommodation				
5.1	Accommodation – Domestic				
6	Other (Specify)				
6.1					
6.2					
Total Price (VAT exclusive)					
Unconditional Discount					
VAT 15%					
Total Inclusive of VAT					

Disbursements

The following should be a guide in calculating and claiming of disbursements included in the disbursement allowance:

- Local air travel should be economy class
- Hotels should be up to a 4 star up to maximum of R1 440 per night
- Car hire should be a group B category
- The per kilometre rate for the reimbursement of travel expenses shall be limited to the kilometre rates published by the Department of Public Works from time to time for vehicles with engine capacities of various capacities but not exceeding the maximum of 1600cc for the purpose of this contract. Suppose 4x4 vehicles or other vehicles exceeding 2000cc are required due to accessibility or poor road conditions. In that case, the applicable rate needs to be agreed between the Service Provider and the Employer upfront before trips are undertaken. The prices tendered should be based on a vehicle with 1600cc engine capacity. Please note that the first 200Km of every travel should not be claimed for by the Services Provider, it should be part of the cost in the Professional fees.
- Approved disbursements will be reimbursed at cost, no margin or fee will be invoiced by the service provider to administer disbursements or payment to sub-contractors.

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Note that the allowance for disbursements will not be considered in determining the bidder's final price during the price evaluation.

PART C: (Part A Total +Part B Total)

Total Price Exclusive of VAT	R
Total Bid Price Inclusive of VAT	R

Respondents are to note that Transnet will round off final pricing scores to the nearest 2 (two) decimal places.

Notes to Pricing:

- a) Respondents are to note that if the price offered by the highest scoring bidder is not market-related, Transnet may not award the contract to that Respondent. Transnet may-
 - (i) negotiate a market-related price with the Respondent scoring the highest points or cancel the RFP;
 - (ii) if that Respondent does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the second highest points or cancel the RFP;
 - (iii) if the Respondent scoring the second highest points does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the third highest points or cancel the RFP.

If a market-related price is not agreed with the Respondent scoring the third highest points, Transnet must cancel the RFP.
- b) Prices must be quoted in South African Rand inclusive of VAT.
- c) Any disbursement not specifically priced for will not be considered/accepted by Transnet.
- d) To facilitate like-for-like comparison bidders must submit pricing strictly in accordance with this pricing schedule and not utilise a different format. Deviation from this pricing schedule could result in a bid being declared non-responsive.
- e) Rates proposed must be aligned with the Guide on Hourly Fee Rates for Consultants" by the Department of Public Service and Administration (DPSA);
- f) Prices are to be quoted on a delivered basis to Transnet Freight Rail and Transnet Rail Infrastructure Manager.
- g) Please note that should you have offered a discounted price(s), Transnet will only consider such price discount(s) in the final evaluation stage if offered on an unconditional basis.
- h) Delivery lead time calculated from date of receipt of purchase order: _____ weeks.
- i) Respondents, if awarded the contract, are required to indicate that their prices quoted would be kept firm and fixed for the contract duration. [Not to be confused with bid validity period Section 2, clause 1]

YES	
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1. DISCLOSURE OF CONTRACT INFORMATION**PRICES TENDERED**

Respondents are to note that, on award of business, Transnet is required to publish the outcome of the RFQ and information of the successful Respondents *inter alia* on the National Treasury e-Tender Publication Portal, (www.etenders.gov.za), as required per National Treasury Instruction Note 09 of 2022/2023.

JOHANNESBURG STOCK EXCHANGE DEBT LISTING REQUIREMENTS

Transnet may also be required to disclose information relating to the subsequent contract i.e. the name of the company, goods/services provided by the company, the value and duration of the contract, etc. in compliance with the Johannesburg Stock Exchange (JSE) Debt Listing Requirements.

DOMESTIC PROMINENT INFLUENTIAL PERSONS (DPIP) OR FOREIGN PROMINENT PUBLIC OFFICIALS (FPPO)

Transnet is free to procure the services of any person within or outside the Republic of South Africa in accordance with applicable legislation. Transnet shall not conduct or conclude business transactions, with any Respondents without having:

- Considered relevant governance protocols;
- Determined the DPIP or FPPO status of that counterparty; and
- Conducted a risk assessment and due diligence to assess the potential risks that may be posed by the business relationship.

As per the Transnet Domestic Prominent Influential Persons (DPIP) and Foreign Prominent Public Officials (FPPO) and Related Individuals Policy available on Transnet website <https://www.transnet.net/search/pages/results.aspx?k=FPIDP#k=DPIP>, Respondents are required to disclose any commercial relationship with a DPIP or FPPO (as defined in the Policy) by completing the following section:

The below form contains personal information as defined in the Protection of Personal Information Act, 2013 (the "Act"). By completing the form, the signatory consents to the processing of her/his personal information in accordance with the requirements of the Act. Consent cannot unreasonably be withheld.						
Is the Respondent (Complete with a "Yes" or "No")						
A DPIP/FPPO		Closely Related to a DPIP/FPPO		Closely Associated to a DPIP/FPPO		
List all known business interests, in which a DPIP/FPPO may have a direct/indirect interest or significant participation or involvement.						
No	Name of Entity / Business	Role in the Entity / Business (Nature of interest/ Participation)	Shareholding %	Registration Number	Status (Mark the applicable option with an X)	
					Active	Non-Active
1						
2						
3						

Respondents declaring a commercial relationship with a DPIIP or FPPO are to note that Transnet is required to annually publish on its website a list of all business contracts entered into with DPIIP or FPPO. This list will include successful Respondents, if applicable.

2. HEALTH AND SAFETY

3. All consultants are required to comply with Transnet requirements and all applicable legislation when visiting sites and depots. General safety requirements will include but not limited to health and safety induction at all depots or any Transnet offices, medical certificate of fitness, Personal Protective Equipment signed 37(2) agreement, compliance to E7 specification when visiting depots with level crossing or near railway line etc.

Respondent's Signature

Date & Company Stamp

SECTION 5: PROPOSAL FORM AND LIST OF RETURNABLE DOCUMENTS

I/We _____
 [name of entity, company, close corporation or partnership] of [full address]

carrying on business trading/operating as

represented by _____

in my capacity as _____

being duly authorised thereto by a Resolution of the Board of Directors or Members or Certificate of Partners, dated _____ to enter into, sign execute and complete any documents relating to this proposal and any subsequent Agreement. The following list of persons are hereby authorised to negotiate on behalf of the abovementioned entity, should Transnet decide to enter into Post Tender Negotiations with highest ranked bidder(s).

FULL NAME(S)	CAPACITY	SIGNATURE
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

I/We hereby offer to supply/provide the abovementioned Goods/Services at the prices quoted in the schedule of prices in accordance with the terms set forth in the documents listed in the accompanying schedule of RFP documents.

I/We agree to be bound by those conditions in Transnet's:

- (i) Master Agreement (which may be subject to amendment at Transnet's discretion if applicable);
- (ii) General Bid Conditions; and
- (i) any other standard or special conditions mentioned and/or embodied in this Request for Proposal.

I/We accept that unless Transnet should otherwise decide and so inform me/us in the letter of award, this Proposal [and, if any, its covering letter and any subsequent exchange of correspondence], together with Transnet's acceptance thereof shall constitute a binding contract between Transnet and me/us.

Should Transnet decide that a formal contract should be signed and so inform me/us in a letter of award [the **Letter of Award**], this Proposal [and, if any, its covering letter and any subsequent exchange of correspondence] together with Transnet's Letter of Award, shall constitute a binding contract between Transnet and me/us until the formal contract is signed.

I/We further agree that if, after I/we have been notified of the acceptance of my/our Proposal, I/we fail to enter into a formal contract if called upon to do so, or fail to commence the supply/provision of Goods/Services within 2 [two] weeks thereafter, Transnet may, without prejudice to any other legal remedy which it may have, recover from me/us

Respondent's Signature

Date & Company Stamp

any expense to which it may have been put in calling for Proposals afresh and/or having to accept any less favourable Proposal.

Furthermore, I/we agree to a penalty clause/s which will allow Transnet to invoke a penalty against us for non-compliance with material terms of this RFP including the delayed delivery of the Goods/Services due to non-performance by ourselves, , etc.

I/we agree that non-compliance with any of the material terms of this RFP, including those mentioned above, will constitute a material breach of contract and provide Transnet with cause for cancellation.

ADDRESS FOR NOTICES

The law of the Republic of South Africa shall govern any contract created by the acceptance of this RFP. The *domicilium citandi et executandi* shall be a place in the Republic of South Africa to be specified by the Respondent hereunder, at which all legal documents may be served on the Respondent who shall agree to submit to the jurisdiction of the courts of the Republic of South Africa. Foreign Respondents shall, therefore, state hereunder the name of their authorised representative in the Republic of South Africa who has the power of attorney to sign any contract which may have to be entered into in the event of their Proposal being accepted and to act on their behalf in all matters relating to such contract.

Respondent to indicate the details of its *domicilium citandi et executandi* hereunder:

Name of Entity: _____

Facsimile: _____

Address: _____

NOTIFICATION OF AWARD OF RFP

As soon as possible after approval to award the contract(s), the successful Respondent [**the Supplier/Service provider**] will be informed of the acceptance of its Proposal. Transnet will also publish the outcome of the tender, including successful and unsuccessful bidders, in the National Treasury e-tender portal. Any unsuccessful bidder has a right to request reasons for the bid not to be successful and Transnet has a duty to provide those reasons on receipt of the request from the bidder.

VALIDITY PERIOD

Transnet requires a validity period of 180 Business Days, 27 March 2026 [from closing date] against this RFP, excluding the first day and including the last day.

NAME(S) AND ADDRESS / ADDRESSES OF DIRECTOR(S) OR MEMBER(S)

The Respondent must disclose hereunder the full name(s) and address(s) of the director(s) or members of the company or close corporation [**C.C.**] on whose behalf the RFP is submitted.

(i) Registration number of company / C.C. _____

(ii) Registered name of company / C.C. _____

(iii) Full name(s) of director/member(s)	Address/Addresses	ID Number(s)
--	-------------------	--------------

Respondent's Signature

Date & Company Stamp

RETURNABLE DOCUMENTS

Returnable Documents means all the documents, Sections and Annexures, as listed in the tables below. There are three types of returnable documents as indicated below and Respondents are urged to ensure that these documents are returned with their bids based on the consequences of non-submission as indicated below:

Mandatory Returnable Documents	<i>Failure to provide all these Mandatory Returnable Documents at the Closing Date and time of this RFP <u>will</u> result in a Respondent's disqualification.</i>
Returnable Documents Used for Scoring	<i>Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, Bidders will receive an automatic score of zero for the applicable evaluation criterion.</i>
Essential Returnable Documents	<i>Failure to provide essential Returnable Documents <u>will</u> result in Transnet affording Respondents a further opportunity to submit by a set deadline. Should a Respondent thereafter fail to submit the requested documents, this may result in a Respondent's disqualification.</i>

All Returnable Sections, as indicated in the header and footer of the relevant pages, must be signed, stamped and dated by the Respondent.

a) Mandatory Returnable Documents

Respondents are required to submit with their bid submissions the following **Mandatory Returnable Documents**, and also to confirm submission of these documents by so indicating [Yes or No] in the tables below:

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
SECTION 4: Pricing and Delivery Schedule	

b) Returnable Documents Used for Scoring

In addition to the requirements of section (a) above, Respondents are further required to submit with their Proposals the following **Returnable Documents Used for Scoring** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

<u>RETURNABLE DOCUMENTS USED FOR SCORING</u>	SUBMITTED [Yes or No]
The bidder must provide a detailed Company profile that outlines experience in the execution of the project scope. The profile must be accompanied by case studies signed and authenticated by clients on their letterhead.	

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes or No]
The bidder must provide a CV with the detailed experience of the lead advisor in leading a team of consultants in the outlined scope areas.	
Respondents must provide CVs of all resources (i.e. team members) to be assigned to this project (Qualification: 3 - 5 rail experience and relevant degree).	
Provide a Project Plan with a well-articulated methodology, timeframe, and demonstrated capacity of the project team to execute the assignment.	
Respondent must indicate in writing on their Company Letterhead their ability and willingness to provide for transfer of skills to TRIM employees.	
Valid proof of Respondent's compliance to Specific Goals requirements stipulated in Section 9 of this RFP (Valid B-BBEE certificate or Sworn- Affidavit as per DTIC guidelines): <ul style="list-style-type: none"> • B-BBEE Level of contributor (1 or 2) - 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 - CI 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 • >50% Black Youth Owned Entities -Certified copy of ID Documents of the Owners and B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline 	

c) Essential Returnable Documents:

, Respondents are further required to submit the following **Essential Returnable Documents** with their RFP and to confirm submission of these documents by so indicating [Yes or No] in the table below:

Respondent's Signature

Date & Company Stamp

CONTINUED VALIDITY OF RETURNABLE DOCUMENTS

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	SUBMITTED [Yes or No]
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	
Latest Financial Statements signed by your Accounting Officer or latest Audited Financial Statements plus 2 previous years	
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: PROTECTION OF PERSONAL INFORMATION	
Proof of registration on the National Treasury Central Supplier Database (CSD)	
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]	
Valid letter of Good Standing from the Department of Labour	
Annexure A: Health and Safety Cost Breakdown	
Annexure B: Master Agreement	
Annexure C: Transnet's General Bid Conditions	
Annexure D: Transnet's Supplier Integrity Pact	
Annexure E: Non-disclosure Agreement	

The successful Respondent will be required to ensure the validity of all returnable documents, for the duration of any contract emanating from this RFP. Should the Respondent be awarded the contract [**the Agreement**] and fail to present Transnet with such renewals as and when they become due, Transnet shall be entitled, in addition to any other rights and remedies that it may have in terms of the eventual Agreement, to terminate such Agreement immediately without any liability and without prejudice to any claims which Transnet may have for damages against the Respondent.

SIGNED at _____ on this _____ day of _____ 20__

SIGNATURE OF WITNESSES

ADDRESS OF WITNESSES

1 _____

Name _____

2 _____

Name _____

Respondent's Signature_____
Date & Company Stamp

SIGNATURE OF RESPONDENT'S AUTHORISED REPRESENTATIVE: _____

NAME: _____

DESIGNATION: _____

Respondent's Signature

Date & Company Stamp

**SECTION 6: RFQ DECLARATION CERTIFICATE OF ACQUAINTANCE & BREACH OF LAW FORM
WITH RFP**

By signing this certificate the Respondent is deemed to acknowledge that he/she has made himself/herself thoroughly familiar with, and agrees with all the conditions governing this RFP. This includes those terms and conditions contained in any printed form stated to form part hereof, including but not limited to the documents stated below. As such, Transnet SOC Ltd will recognise no claim for relief based on an allegation that the Respondent overlooked any such term or condition or failed properly to take it into account for the purpose of calculating tendered prices or any other purpose:

1	Transnet's General Bid Conditions
2	Master Agreement attached
3	Transnet's Supplier Integrity Pact
4	Non-disclosure Agreement

Note: Should a Respondent be successful and awarded the bid, they will be required to complete a Supplier Declaration Form for registration as a vendor onto the Transnet vendor master database.

Should the Bidder find any terms or conditions stipulated in any of the relevant documents quoted in the RFP unacceptable, it should indicate which conditions are unacceptable and offer alternatives by written submission on its company letterhead, attached to its submitted Bid. Any such submission shall be subject to review by Transnet's Legal Counsel who shall determine whether the proposed alternative(s) are acceptable or otherwise, as the case may be. A material deviation from any term or condition may result in disqualification.

Bidders accept that an obligation rests on them to clarify any uncertainties regarding any bid to which they intend to respond on, before submitting the bid. **The Bidder agrees that he/she will have no claim or cause of action based on an allegation that any aspect of this RFP was unclear but in respect of which he/she failed to obtain clarity.**

The bidder understands that his/her Bid will be disqualified if the Certificate of Acquaintance with RFP documents included in the RFP as a returnable document, is found not to be true and complete in every respect.

Respondent's Signature

Date & Company Stamp

SECTION 7: RFP DECLARATION AND BREACH OF LAW FORM

We hereby certify that:

1. Transnet has supplied and we have received appropriate responses to any/all questions [as applicable] which were submitted by ourselves for RFP Clarification purposes;
2. We have received all information we deemed necessary for the completion of this Request for Proposal [**RFP**];
3. We have been provided with sufficient access to the existing Transnet facilities/sites and any and all relevant information relevant to the Goods/Services as well as Transnet information and Employees, and have had sufficient time in which to conduct and perform a thorough due diligence of Transnet's operations and business requirements and assets used by Transnet. Transnet will therefore not consider or permit any pre- or post-contract verification or any related adjustment to pricing, service levels or any other provisions/conditions based on any incorrect assumptions made by the Respondent in arriving at his Bid Price.
4. At no stage have we received additional information relating to the subject matter of this RFP from Transnet sources, other than information formally received from the designated Transnet contact(s) as nominated in the RFP documents;
5. We are satisfied, insofar as our entity is concerned, that the processes and procedures adopted by Transnet in issuing this RFP and the requirements requested from Bidders in responding to this RFP have been conducted in a fair and transparent manner;
6. We have complied with all obligations of the Bidder/Supplier as indicated in the Transnet Supplier Integrity which includes but are not limited to ensuring that we take all measures necessary to prevent corrupt practices, unfairness and illegal activities in order to secure or in furtherance to secure a contract with Transnet;
7. we declare that an owner / member / director / partner / shareholder/employee of our entity **has / has not been** [delete as applicable] a former employee or board member of Transnet in the past 10 years. I further declare that if they were a former employee or board member of Transnet in the past 10 years that they **were/were not** involved in the bid preparation or had access to the information related to this RFP; and
8. If such a relationship as indicated in paragraph 7, exists, the Respondent is to complete the following section:

FULL NAME OF OWNER/MEMBER/DIRECTOR/
PARTNER/SHAREHOLDER/EMPLOYEE:

ADDRESS:

Indicate nature of relationship with Transnet:

[Failure to furnish complete and accurate information in this regard will lead to the disqualification of a response and may preclude a Respondent from doing future business with Transnet. Information provided in the declarations may be used by Transnet and/or its affiliates to verify the correctness of the information provided]

9. We declare, to the extent that we are aware or become aware of any relationship between ourselves and Transnet [other than any existing and appropriate business relationship with Transnet] which could unfairly advantage our entity in the forthcoming adjudication process, we shall notify Transnet immediately in writing of such circumstances.

BIDDER'S DISCLOSURE (SBD4)

12 PURPOSE OF THE FORM

12.1 Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

12.2 Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

13 Bidder's declaration

13.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest¹ in the enterprise, employed by the state?

YES/NO

13.1.1. If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

13.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?

YES/NO

¹ the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

13.2.1. If so, furnish particulars:

.....

13.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?

YES/NO

13.3.1. If so, furnish particulars:

.....

14 DECLARATION

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

14.1 I have read and I understand the contents of this disclosure;

14.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;

14.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium² will not be construed as collusive bidding.

14.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.

14.5 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.

14.6 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.

² Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

14.7 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 12, 13 and 14 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

BREACH OF LAW

We further hereby certify that *I/we* (the bidding entity and/or any of its directors, members or partners) **have/have not been** [delete as applicable] found guilty during the preceding 5 [five] years of a serious breach of law, including but not limited to a breach of the Competition Act, 89 of 1998, by a court of law, tribunal or other administrative body. The type of breach that the Respondent is required to disclose excludes relatively minor offences or misdemeanours, e.g. traffic offences. This includes the imposition of an administrative fine or penalty.

Where found guilty of such a serious breach, please disclose:

NATURE OF BREACH:

DATE OF BREACH: _____

Furthermore, I/we acknowledge that Transnet SOC Ltd reserves the right to exclude any Respondent from the bidding process, should that person or entity have been found guilty of a serious breach of law, tribunal or regulatory obligation.

SIGNED at _____ on this _____ day of _____ 20__

For and on behalf of _____ duly authorised hereto	AS WITNESS:
Name:	Name:
Position:	Position:
Signature:	Signature:
Date:	Registration No of Company/CC
Place:	Registration Name of Company/CC

Date & Company Stamp

SECTION 9 : SPECIFIC GOALS POINTS CLAIM FORM

This preference form must form part of all bids invited. It contains general information and serves as a claim for preference points for specific goals Contribution. Transnet will award preference points to companies who provide valid proof of evidence of as per the table below.

NB: BEFORE COMPLETING THIS FORM, BIDDERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF SPECIFIC GOALS, AS PRESCRIBED IN THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000.

1. GENERAL CONDITIONS

1.1 The following preference point systems are applicable to all bids:

- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

1.2 The value of this bid is estimated to **not exceed** R50 000 000 (all applicable taxes included) and therefore the 80/20 preference point system shall be applicable. Despite the stipulated preference point system, Transnet shall use the lowest acceptable bid to determine the applicable preference point system in a situation where all received acceptable bids are received outside the stated preference point system.

1.3 Preference points for this bid shall be awarded for:

- (a) Price;
- (b) B-BBEE Status Level of Contribution; and
- (c) Any other specific goal determined in Transnet preferential procurement policy.

1.4 The maximum points for this bid are allocated as follows:

	POINTS
PRICE	80
B-BBEE STATUS LEVEL OF CONTRIBUTION B-BBEE Level of contributor (1 or 2) – 5 points Entities that are 51 % Black Owned – 5 points +50% Black Youth Owned Entities – 5 points 30% Black women Owned entities – 5 points	20
Total points for Price and Specific Goals must not exceed	100

1.5 Failure on the part of a bidder to submit proof of evidence for any of the specific goals together with the bid will be interpreted to mean that preference points are not claimed.

1.6 The purchaser reserves the right to require of a bidder, either before a bid is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the purchaser.

2. DEFINITIONS

- (a) **"all applicable taxes"** includes value-added tax, pay as you earn, income tax, unemployment insurance

fund contributions and skills development levies;

- (b) **"B-BBEE"** means broad-based black economic empowerment as defined in section 1 of the Broad-Based Black Economic Empowerment Act;
- (c) **"B-BBEE status level of contributor"** means the B-BBEE status received by a measured entity based on its overall performance using the relevant scorecard contained in the Codes of Good Practice on Black Economic Empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
- (d) **"Ownership"** means 51% black ownership
- (e) **"bid"** means a written offer in a prescribed or stipulated form in response to an invitation by an organ of state for the supply/provision of services, works or goods, through price quotations, advertised competitive bidding processes or proposals;
- (f) **"Broad-Based Black Economic Empowerment Act"** means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (g) **"EME"** means an Exempted Micro Enterprise as defines by Codes of Good Practice under section 9 (1) of the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (h) **"functionality"** means the ability of a bidder to provide goods or services in accordance with specification as set out in the bid documents
- (i) **"Price"** includes all applicable taxes less all unconditional discounts.
- (j) **"Proof of B-BBEE Status Level of Contributor"**
 - i) the B-BBEE status level certificate issued by an authorised body or person;
 - ii) a sworn affidavit as prescribed by the B-BBEE Codes of Good Practice; or
 - iii) any other requirement prescribed in terms of the B-BBEE Act.
- (k) **"QSE"** means a Qualifying Small Enterprise as defines by Codes of Good Practice under section 9 (1) of the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (l) **"rand value"** means the total estimated value of a contract in South African currency, calculated at the time of bid invitations, and includes all applicable taxes and excise duties.
- (m) **"Specific goals"** means targeted advancement areas or categories of persons or groups either previously disadvantaged or falling within the scope of the Reconstruction and Development Programme identified by Transnet to be given preference in allocation of procurement contracts in line with section 2(1) of the PPPFA.

3. POINTS AWARDED FOR PRICE

3.1 THE 80/20 PREFERENCE POINT SYSTEMS

A maximum of 80 points is allocated for price on the following basis:

80/20

$$P_s = 80 \left(1 - \frac{P_t - P_{\min}}{P_{\min}} \right)$$

Where

- P_s = Points scored for comparative price of bid under consideration
- P_t = Comparative price of bid under consideration
- P_{\min} = Comparative price of lowest acceptable bid

In terms of Transnet Preferential Procurement Policy (TPPP) and Procurement Manuals, the following preference points must be awarded to a bidder who provides the relevant required evidence for claiming points

Selected Specific Goal	Number of points allocated (80/20)
B-BBEE Level of contributor (1 or 2)	5
Entities that are 51 % Black Owned	5
+50% Black Youth Owned Entities	5
30% Black women Owned entities	5
Non-Compliant and/or B-BBEE Level 3-8 contributors	0

4. EVIDENCE REQUIRED FOR CLAIMING SPECIFIC GOALS

- 4.1 In terms of Transnet Preferential Procurement Policy (TPPP) and Procurement Manuals, preference points must be awarded to a bidder for providing evidence in accordance with the table below:

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
+50% Black Youth Owned Entities	Certified copy of ID Documents of the Owners and 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 51 % Black Owned	CI B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline

- 4.2 The table below indicates the required proof of B-BBEE status depending on the category of enterprises:

Enterprise	B-BBEE Certificate & Sworn Affidavit
Large	Certificate issued by SANAS accredited verification agency
QSE	Certificate issued by SANAS accredited verification agency Sworn Affidavit signed by the authorised QSE representative and attested by a Commissioner of Oaths confirming annual turnover and black ownership (only black-owned QSEs - 51% to 100% Black owned) [Sworn affidavits must substantially comply with the format that can be obtained on the DTI's website at www.dti.gov.za/economic_empowerment/bee_codes.jsp .]
EME³	Sworn Affidavit signed by the authorised EME representative and attested by a Commissioner of Oaths confirming annual turnover and black ownership Certificate issued by CIPC (formerly CIPRO) confirming annual turnover and black ownership Certificate issued by SANAS accredited verification agency only if the EME is being measured on the QSE scorecard

- 4.3 A trust, consortium or joint venture (including unincorporated consortia and joint ventures) must submit a consolidated B-BBEE Status Level verification certificate for every separate bid.
- 4.4 Tertiary Institutions and Public Entities will be required to submit their B-BBEE status level certificates in terms of the specialized scorecard contained in the B-BBEE Codes of Good Practice.
- 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.

5. BID DECLARATION

- 5.1 Bidders who claim points in respect of B-BBEE Status Level of Contribution must complete the following:

6. B-BBEE STATUS LEVEL OF CONTRIBUTION CLAIMED

- 6.1 B-BBEE Status Level of Contribution: . =(maximum of 20 points)
- (Points claimed in respect of paragraph 6.1 must be in accordance with the table reflected in paragraph 4.1 and must be substantiated by relevant proof of B-BBEE status level of contributor.

7. SUB-CONTRACTING

- 7.1 Will any portion of the contract be sub-contracted?

(***Tick applicable box***)

YES		NO	
-----	--	----	--

- 7.1.1 If yes, indicate:

- i) What percentage of the contract will be subcontracted.....%
- ii) The name of the sub-contractor.....
- iii) The B-BBEE status level of the sub-contractor.....
- iv) Whether the sub-contractor is an EME or QSE.

(***Tick applicable box***)

YES		NO	
-----	--	----	--

- v) Specify, by ticking the appropriate box, if subcontracting with any of the following enterprises:

: An EME or QSE which is at last 51% owned by:	EME ✓	QSE ✓
Black people		
Black people who are youth		
Black people who are women		
Black people with disabilities		
Black people living in rural or underdeveloped areas or townships		
Cooperative owned by black people		
Black people who are military veterans		
OR		
Any EME		
Any QSE		

8. DECLARATION WITH REGARD TO COMPANY/FIRM

- 8.1 Name of company/firm:.....
- 8.2 VAT registration number:.....
- 8.3 Company registration number:.....
- 8.4 TYPE OF COMPANY/ FIRM

- ☐ Partnership/Joint Venture / Consortium
☐ One person business/sole propriety
☐ Close corporation
☐ Company
☐ (Pty) Limited
 [TICK APPLICABLE BOX]

8.5 DESCRIBE PRINCIPAL BUSINESS ACTIVITIES

.....

8.6 COMPANY CLASSIFICATION

- ☐ Manufacturer
☐ Supplier
☐ Professional Service provider
☐ Other Service providers, e.g. transporter, etc.
 [TICK APPLICABLE BOX]

8.7 Total number of years the company/firm has been in business:.....

8.8 I/we, the undersigned, who is / are duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the B-BBE status level of contribution of the foregoing certificate, qualifies the company/ firm for the preference(s) shown and I / we acknowledge that:

- i) The information furnished is true and correct;
- ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
- iii) In the event of a contract being awarded as a result of points claimed as shown in paragraph 1.4 and 6.1, the contractor may be required to furnish documentary proof to the satisfaction of the purchaser that the claims are correct;
- iv) If a bidder submitted false information regarding its B-BBEE status level of contributor or any other matter required in terms of the Preferential Procurement Regulations, 2022 which will affect or has affected the evaluation of a bid the purchaser may, in addition to any other remedy it may have
 - (a) disqualify the person from the bidding process;
 - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
 - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
 - (d) if the successful bidder subcontracted a portion of the bid to another person without disclosing it, Transnet reserves the right to penalise the bidder up to 10 percent of the value of the contract;
 - (e) recommend that the bidder or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted by the National Treasury from obtaining business from any organ of state for a period not exceeding 10 years, after the audi alteram partem (hear the other side) rule has been applied; and
 - (f) forward the matter for criminal prosecution.

WITNESSES

1.
2.

.....
SIGNATURE(S) OF BIDDERS(S)

DATE:

ADDRESS:.....

SECTION 10: PROTECTION OF PERSONAL INFORMATION

1. The following terms shall bear the same meaning as contemplated in Section 1 of the Protection of Person information act, No.4 of 2013.(“POPIA”):

consent; data subject; electronic communication; information officer; operator; person; personal information; processing; record; Regulator; responsible party; special information; as well as any terms derived from these terms.
2. Transnet will process all information by the Respondent in terms of the requirements contemplated in Section 4(1) of the POPIA:

Accountability; Processing limitation; Purpose specification; Further processing limitation; Information quality; Openness; Security safeguards and Data subject participation.
3. The Parties acknowledge and agree that, in relation to personal information that will be processed pursuant to this RFP, the Responsible party is “Transnet” and the Data subject is the “Respondent”. Transnet will process personal information only with the knowledge and authorisation of the Respondent and will treat personal information which comes to its knowledge as confidential and will not disclose it, unless so required by law or subject to the exceptions contained in the POPIA.
4. Transnet reserves all the rights afforded to it by the POPIA in the processing of any of its information as contained in this RFP and the Respondent is required to comply with all prescripts as detailed in the POPIA relating to all information concerning Transnet.
5. In responding to this bid, Transnet acknowledges that it will obtain and have access to personal information of the Respondent. Transnet agrees that it shall only process the information disclosed by Respondent in their response to this bid for the purpose of evaluating and subsequent award of business and in accordance with any applicable law.
6. Transnet further agrees that in submitting any information or documentation requested in this RFP, the Respondent is consenting to the further processing of their personal information for the purpose of, but not limited to, risk assessment, assurances, contract award, contract management, auditing, legal opinions/litigations, investigations (if applicable), document storage for the legislatively required period, destruction, de-identification and publishing of personal information by Transnet and/or its authorised appointed third parties.
7. Furthermore, Transnet will not otherwise modify, amend or alter any personal data submitted by the Respondent or disclose or permit the disclosure of any personal data to any third party without the prior written consent from the Respondent. Similarly, Transnet requires the Respondent to process any personal information disclosed by Transnet in the bidding process in the same manner.
8. Transnet shall, at all times, ensure compliance with any applicable laws put in place and maintain sufficient measures, policies and systems to manage and secure against all forms of risks to any information that may be shared or accessed pursuant to this RFP (physically, through a computer or any other form of electronic communication).
9. Transnet shall notify the Respondent in writing of any unauthorised access to information, cybercrimes or suspected cybercrimes, in its knowledge and report such crimes or suspected crimes to the relevant authorities in accordance with applicable laws, after becoming aware of such crimes or suspected crime. The Respondent must

Respondent's Signature

Date & Company Stamp

take all necessary remedial steps to mitigate the extent of the loss or compromise of personal information and to restore the integrity of the affected personal information as quickly as is possible.

10. The Respondent may, in writing, request Transnet to confirm and/or make available any personal information in its possession in relation to the Respondent and if such personal information has been accessed by third parties and the identity thereof in terms of the POPIA. The Respondent may further request that Transnet correct (excluding critical/mandatory or evaluation information), delete, destroy, withdraw consent or object to the processing of any personal information relating to the Respondent in Transnet's possession in terms of the provision of the POPIA and utilizing Form 2 of the POPIA Regulations.
11. In submitting any information or documentation requested in this RFP, the Respondent is hereby consenting to the processing of their personal information for the purpose of this RFP and further confirming that they are aware of their rights in terms of Section 5 of POPIA

Respondents are required to provide consent below:

YES		NO	
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12. Further, the Respondent declares that they have obtained all consents pertaining to other data subject's personal information included in its submission and thereby indemnifying Transnet against any civil or criminal action, administrative fines or other penalty or loss that may arise as a result of the processing of any personal information that the Respondent submitted.
13. The Respondent declares that the personal information submitted for the purpose of this RFP is complete, accurate, not misleading, is up to date and may be updated where applicable.

Signature of Respondent's authorised representative: _____

Should a Respondent have any complaints or objections to processing of its personal information, by Transnet, the Respondent can submit a complaint to the Information Regulator on <https://www.justice.gov.za/inforegl/>, click on contact us, click on complaints.IR@justice.gov.za