

RFP 159/2021: NON-COMPULSORY BRIEFING MEETING - QUESTIONS AND RESPONSES (PART 2)			
Item no.	Category	Question	Response
12.	SCM/Technical	<p>Page 10 of the Request for Proposals Document (RFP159/2021) refers:</p> <ul style="list-style-type: none"> Town/Urban and Regional Planner (8) <ul style="list-style-type: none"> The requirements for a City/Town and Regional Planner require that the key resource is registered as a Technical Planner with SACPLAN – would the DBSA consider broadening this requirement to include registration as Professional Planner with SACPLAN who is also competent to provide “Town/Urban Planning Services”. 	<p>The title (heading) of the fourth column from the left on Page 10 of the RFP 159/2021 document indicates that these are the <i>Minimum Qualifications, Category of Professional Registration and Experience</i> expected for the Town/Regional Planner.</p> <ul style="list-style-type: none"> Therefore, registration as a Professional Planner with SACPLAN of a Key Resource / Expert that is competent to provide Town/Urban Planning Services is already covered, catered for, and will be accepted. This is because that category of registration (as a Professional Planner) is <i>above_(or higher than)</i> the required <i>minimum</i>.
13.	SCM/Technical	<p>Page 10 of the Request for Proposals Document (RFP159/2021) refers:</p> <ul style="list-style-type: none"> Development Planner (9) <ul style="list-style-type: none"> The requirements for a Development Planner require that the key resource is registered as a Professional Planner with SACPLAN in order to provide development planning and social facilitation services yet on page 16 the 	<p>Stated minimum requirement is <i>Registration as a Professional Planner in terms of the Planning Professions Act, 2003. Must have at least 5 years' post-registration experience in development planning in the municipal and/or public sector.</i></p> <ul style="list-style-type: none"> The description <i>“Development Planner (Municipal Infrastructure)”</i> on Page 16



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		experience of the resource is required in terms of Municipal Infrastructure. Kindly confirm which requirement is correct or if both are a pre-requisite?	has a minor typo which has therefore been corrected to read “Development Planner (Municipal and/or Public Sector)”
14.	SCM/Technical	<p>Page 13 of RFP159/2021 refers:</p> <ul style="list-style-type: none"> • Stage 2: Quality {Functionality} Criteria <ul style="list-style-type: none"> ○ The quality criteria refers only to experience and track record for infrastructure master plans. Will points also be awarded for demonstrating experience and a track record in preparing Bankable Business Plans and Technical Feasibility Study for Special Economic Zones? 	<p>The stated criteria will remain unchanged due to the following:</p> <ul style="list-style-type: none"> ▪ The ingredients (building blocks) for the Bankable Business Plan of the SEZ Master Plan are from the Technical Feasibility Study – the contents of which are in the domain of the <i>Existing Situation Assessment, Future Demand Analysis, and Project Interventions</i> sections of all credible infrastructure master planning exercises. ▪ There are currently only nine (9) designated SEZs in South Africa. Therefore, not many Professional Services Providers (PSPs) will have worked in the past 10 years on a meaningful number of Business Plans for SEZs specifically – due to this limited number. ▪ SEZs are portions / parcels of land designated for infrastructure development in various sectors – e.g. water, sanitation, roads, etc. to suit the type of SEZ. The SEZ Master Plan will



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			<p>be in the domain of <i>infrastructure master planning</i>.</p> <ul style="list-style-type: none"> At a basic level, <i>infrastructure master plans</i> are Business Plans (albeit at a high level) for the integrated infrastructure development in the short, medium and long-term for a specific space or area. For a specific project such as a SEZ, the <i>Bankable Business Plan</i> will take (expand on) the high-level Business Plans into more (greater) detail.
15.	SCM/Technical	<p>Page 50 of RFP159/2021 refers:</p> <ul style="list-style-type: none"> Stage 2: Quality {Functionality} Criteria. <ul style="list-style-type: none"> The quality criteria only refers to experience and track record for infrastructure masterplan, will points be awarded for demonstrating experience and a track record in preparing Bankable Business Plans and Technical Feasibility Study for Special Economic Zones 	<p>Given the explanations provided <i>inter alia</i> above:</p> <ul style="list-style-type: none"> Points will therefore be awarded only for demonstrating experience and a track record in preparing <i>Bankable Business Plans</i> for specific (distinct) SEZs. It should be noted that there are currently only a limited number [nine (9)] of designated SEZs in the country.
16.	SCM/Technical	<p>Page 51 of RFP159/2021 refers:</p> <ul style="list-style-type: none"> Schedule T2.2.15: Summarized Details of Experience / Track Record of the Tendering Entity in Executing Work of Similar Nature. <ul style="list-style-type: none"> Again, reference is made only to experience with infrastructure masterplans. Will points be awarded for demonstrating experience and a 	<p>Refer to the explanations above and to the specific response to Item no. 15 above.</p>



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		track record in preparing Bankable Business Plans and Technical Feasibility Study for Special Economic Zones i.e. the work of the Economists.	
17.	SCM/Technical	<p>Page 52 of RFP159/2021 states:</p> <ul style="list-style-type: none"> • “Tenderers (or that of the constituent member in a joint venture, consortium or association) in the execution of projects related to the development / updating of Water Services Development Plans (WSDP) or Water Services Master Plans in the municipal sphere over the past 10 years. • Will reference letters for Bankable Business Plans and Technical Feasibility Study for Special Economic Zones and/or the preparation of Urban Design and Landscaping Masterplans also qualify? • Will unstamped reference letters provided by Client’s qualify or must all references be as per the Template and Stamped by the relevant Client Body. As consultants we battle to get Client’s to agree to this and with Client’s operating from home under Level 4 restrictions it may not be possible to get these letters stamped? 	<ul style="list-style-type: none"> ▪ The reference to the “development / updating of Water Services Development Plans (WSDP) or Water Services Master Plans in the municipal sphere over the past 10 years” is a typo. It has been corrected to read “the development of infrastructure master plans in the built environment (e.g. for human settlements, industrial / commercial developments, water, sanitation, electricity, roads, storm water, etc.) in the past 10 years in South Africa”. ▪ Reference letters for Bankable Business Plans for Special Economic Zones and/or the preparation of Urban Design Masterplans will qualify. ▪ Reference letters for Preparation of Landscaping Master Plans will NOT qualify – as Landscaping is dealing more with aesthetics as opposed to infrastructure services. ▪ On Page 53 of the RFP159/2021 document, it was indicated that “<i>Letters of Reference provided by Clients to the</i>



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			<i>Tenderer in the past 10 Years will be accepted". Therefore, <u>unstamped</u> Reference letters from clients in the last 10 years will qualify (be accepted).</i>
18.	SCM/Technical	<p>Page 99 of RFP159/2021 refers:</p> <ul style="list-style-type: none"> Should the following key resources time-based fees also be included in Schedule C2.2.3 in order to align with Schedule C2.2.1? <ul style="list-style-type: none"> Project Leadership, Management Coordination and Administration Services. Infrastructure Investment Analysis Market and Economic Research Services Legal Services w.r.t. Property e.g. Conveyancing, Registrations, Transfers, Subdivisions, etc.) 	<ul style="list-style-type: none"> Schedule C2.2.3 is for TECHNICAL OPERATIONAL COSTS of the relevant services listed thereon. Any services or Key Resources that are not listed in Schedule C2.2.3 simply DO NOT qualify for incurring the said <i>Technical Operational Costs</i>.
19.	SCM/Technical	<p>Page 100 of RFP159/2021 refers:</p> <ul style="list-style-type: none"> There appears to be overlap between the two schedules C2.2.1 and C2.2.3 for them to be added together to generate the total project costs. Please confirm? 	<p>There are no overlaps whatsoever between Scheduled C2.2.1 and Schedule C2.2.3.</p> <ul style="list-style-type: none"> Schedule C2.2.1 is different in purpose from Schedule C2.2.3 <i>and the two are NOT (and never) added to generate the total project costs.</i> It is the costs from Schedule C2.2.2 and Schedule C2.2.3 that are added together to generate the total project costs as shown in Schedule C2.2.4.



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20.	SCM/Technical	<p>Page 120 of RFP159/2021 refers:</p> <ul style="list-style-type: none"> Can the Client provide a more detailed site plan, or locality maps of where the SEZ is located that will also give an indication of the size of the project. 	<p>Please refer to the third paragraph on Page 102 where the <i>specific location and size of the land (property)</i> for the project are described in detail.</p>
21.	SCM/Technical	<p>Market and Economic Research Expert: The outputs and deliverables required for the workstreams this individual will be responsible for, are related to market research, economic modelling, socio-economic impact assessment, etc.</p> <ul style="list-style-type: none"> The RFP requires registration as a Marketing Practitioner in South Africa. Although a portion of the engagement relates to marketing, this is a relatively small proportion of the overall skill/experience set required. Can this requirement be waved or changed to better reflect the outputs of the RFP? 	<ul style="list-style-type: none"> The requirement for registration as a Marketing Practitioner will remain and will NOT be waived. This is because of the critical requirement in the Bankable Business Plan for Market Analysis and Marketing Plan. Regarding the economic modelling and socio-economic impact assessment, it should be noted that the Key Recourses / Experts are NOT the only resources that are expected to be working on the Project. Tenderers are to ensure that apart from the Key Experts listed, they have adequate resources in other/related disciplines to complete the scope of work.
22.	SCM/Technical	<p>Pre-feasibility Study Scope and Outputs: In order to develop accurate costing for the commercial and financial components of the engagement, it is important to understand the coverage of the pre-feasibility study. Would you be able to provide us with an indication of scope and extent of outputs? Also, if not confidential, it would be good to know which firm delivered the pre-feasibility study?</p>	<ul style="list-style-type: none"> Scope and extent of the outputs are currently with the NWPG/NWDC, but they are more or less in line with the headings of the contents of the pre-feasibility study section of the tender document. In developing the costings (proposed fees), the attention of Tenderers is directed to Section C3.1.6.3 on Page



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			117 of the RFP159/2021 document regarding the need to factor the risks of limited available information into their pricing.
23.	SCM/Technical	Addendum 01 as posted on the DBSA website, is already signed on page 3 by the space provided to sign by the Tenderer. Please clarify.	This is a mistake. The Head: SCM Lending (DBSA) should have signed in the signature space at the <i>top section</i> on Page 3 and NOT on the lower section where the Tenderer was expected to sign and date the acknowledgment. The DBSA will re-issue the Addendum 01.
24.	SCM/Technical	<p>Letter of Reference included on page 53 of the Tender document – is this a qualifying / disqualifying item? In these challenging times, we find it extremely difficult for clients to respond on our requests to them to complete and stamp the attached letter for inclusion. Please indicate if a reference letter on our client's letterhead will suffice in replacement of this?</p> <p>Also please indicate if we are allowed to complete the document electronically and insert the signature of the person within the company with delegation to sign on behalf of the company?</p>	<p>A reference letter on the Tenderer's client's letterhead will suffice. The letter of reference is critical to validate / confirm the experience or track record being claimed.</p> <ul style="list-style-type: none"> On Page 53 of the RFP159/2021 document, it was indicated that "Letters of Reference provided by Clients to the Tenderer in the past 10 Years will be accepted". Therefore, unstamped Reference letters from clients in the last 10 years will suffice and be accepted. The Tender document can be completed and signed electronically in clear and legible manner for submission.
25.	SCM/Technical	May you please clarify if a full EIA needs to be undertaken and submitted to the relevant authorities OR is it rather a in depth	A full EIA does NOT need to be undertaken and submitted to the relevant authorities. Rather, an in-depth desktop/screening will



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		desktop/screening that will be based from the feasibility study that will be undertaken?	be conducted based on the feasibility study that will be undertaken. It should be noted however that the North West Development Corporation (NWDC) is currently busy with the full EIA process.



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