

## ANNEXURE A

### PRICE PROPOSAL

**Note: This page must be separated from the pre-qualifying and functional proposal and included only in the separate Pricing Proposal. Failure to separate this, will lead to disqualification of the bid)**

EPCM PAYMENT SCHEDULE - POINT CONTAINER TERMINAL			
DETAIL	AMT (EX. VAT)	VAT	AMT (INCL. VAT)
<b>TASK ORDER 1: PROJECT CONCEPTUAL DESIGNS</b>			
<b>OPTIONS DEVELOPMENT AND VALIDATION</b>			
Job 1: Draft Options Development Report (including Simulations)			
Job 2: FINAL Options Development Report (including Simulations)			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>GEOTECHNICAL INVESTIGATIONS</b>			
Job 1: Review of historical data & development of Scope of Work			
Job 2: Geotech contractor services agreement signed			
Job 3: Geotech contractor deposit of 50% of costs			9,000,000
Job 4: Geotech contractor final fee			9,000,000
Job 5: FINAL Geotechnical report approved by Transnet			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>18,000,000</b>
<b>SURVEYS</b>			
Job 1: Review of historical data & development of Scope of Work			
Job 2: Surveys contractor services agreement signed			
Job 3: Surveys contractor deposit of 50% of costs			6,000,000
Job 4: Surveys contractor final fee			6,000,000
Job 5: FINAL Surveys report approved by Transnet			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>12,000,000</b>
<b>ENGINEERING MODEL AND PHILOSOPHY</b>			
Job 1: Review of historical data & development of Scope of Work			
Job 2: Engineering model specialist's services agreement signed			
Job 3: Engineering model specialist's deposit of 50% of costs			2,500,000
Job 4: Engineering model specialist's final fee			2,500,000
Job 5: FINAL Engineering Model and Philosophy study approved by Transnet			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>5,000,000</b>

<b>TRAFFIC STUDIES AND ROAD &amp; RAIL PRELIMINARY DESIGN</b>			
Job 1: Review of the preliminary road and rail plans undertaken in the Validation Study			
Job 2: DRAFT Traffic Study Report			4,000,000
Job 3: FINAL Traffic Study Report			4,000,000
Job 4: FINAL Road and Rail Plan approved by Transnet			
Job 5: FINAL Road and Rail Plan approved by eThekweni Metropolitan Municipality			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>8,000,000</b>
<b>WORK BREAKDOWN STRUCTURE</b>			
Job 1: Draft Work Breakdown Structure Packages			
Job 2: FINAL Work Breakdown Structure Packages			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>INFRASTRUCTURE BREAKDOWN STRUCTURE</b>			
Job 1: Draft Infrastructure Breakdown Structure			
Job 2: FINAL Infrastructure Breakdown Structure			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>WORKS SPECIFICATIONS FOR EARLY WORKS</b>			
Job 1: Draft Works Information and Specifications for Early Works Package			
Job 2: FINAL Works Information and Specifications for Early Works Package			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>DEVELOP PRELIMINARY COST ESTIMATES</b>			
Job 1: Draft Preliminary cost estimates (based on risk profile & preliminary designs)			
Job 1: Draft Preliminary cost estimates (based on risk profile & preliminary designs)			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>PROJECT SCHEDULE</b>			
Job 1: Draft Project Schedule			
Job 2: FINAL Project Schedule			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>PROJECT CONCEPTUAL DESIGNS AND REPORT</b>			
Job 1: Draft Conceptual Designs and Report			
Job 2: FINAL Conceptual Designs and Report			
Job 3: Summary Report: Conceptual Designs			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL COST FOR TASK ORDER 1: CONCEPTUAL DESIGNS</b>			
			<b>43,000,000</b>

<b>TASK ORDER 2: DETAILED ENGINEERING DESIGNS</b>			
<b>PROJECT DETAILED DESIGNS AND REPORT</b>			
Job 1: Draft Detailed Designs and Report			
Job 2: FINAL Detailed Designs and Report			
Job 3: Draft Presenting Construction Philosophy and Procurement Packages			
Job 4: Final Construction Philosophy and Procurement Packages			
Job 5: Final Bankable business case			
Job 6: Summary Report: Detailed Designs			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>CONSTRUCTION MANAGEMENT PLAN</b>			
Job 1: Draft Construction Management Plan			
Job 2: FINAL Construction Management Plan			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>CONSTRUCTABILITY PLAN</b>			
Job 1: Draft Constructability Plan			
Job 2: FINAL Constructability Plan			
Job 3: Bill of Quantities and Monthly Cash Flows for all Work Packages			
Job 4: FINAL Cost estimates approved by Transnet			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>CONSTRUCTION SCHEDULE</b>			
Job 1: Draft Construction Schedule			
Job 2: FINAL Construction Schedule			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>GATE REVIEW REPORTS</b>			
Job 1: Presenting Final Project Life Cycle Deliverables			
Job 2: Draft Gate Review Reports			
Job 3: FINAL Gate Review Reports			
Job 4: Interface with the Financial & Legal Advisor to develop Financial Model & Legal DD			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL COST FOR TASK ORDER 2: DETAILED DESIGNS</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>PHASE 2: PROCUREMENT SUPPORT AND CONSTRUCTION SUPERVISION</b>			
<b>Task Order 3: Development of the RFP and conclusion of contract</b>			
<b>PREPARATION OF BID DOCUMENTS FOR CONSTRUCTION</b>			
Job 1: Draft Request For Proposal submitted to Transnet (incl. Contract)			
Job 2: FINAL RFP approved by approved for issue by Transnet Procurement Unit			
Job 3: Bid Submission Report (RFP issue, site visits, bidder queries, addenda, etc.)			
Job 4: Participate on Bid Evaluation and Compiling of Report approved by Transnet			
Job 5: Signed contract between Transnet & Preferred bidder			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>PROCUREMENT STRATEGY FOR LONG LEAD EQUIPMENT AND MATERIAL</b>			
Job 1: Develop the Scope of Services & Specification for long lead equipment/material			
Job 2: Propose a list of long lead equipments/material to be ordered in advance			
Job 3: FINAL Procurement strategy for long lead equipment/material			
<b>TOTAL COSTS FOR TASK ORDER 3: PROCUREMENT SUPPORT</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Task Order 4: Construction and Engineering Management</b>			
<b>CONSTRUCTION MANAGEMENT AND ENGINEERING SERVICE</b>			
<i>Undertake the resident engineer functions and engineering management for the PCT project on behalf of Transnet</i>			
Job 1: Conduction site inspection and approval of construction material, methodology and construction phase approval.			
Job 2: Addressing field engineering/technical queries, managing and updating construction drawings including technical specification.			
Job 3: Providing 3rd part material/product test/ survey control points verification and acceptance.			
Job 4: Preparation of the engineering records (as-built, technical specification & data- packs etc.)			
Job 5: Validation and approval of temporary design/mix design submitted by contractor.			
Job 6: Facilitating and recording engineering meeting, including general engineering management activities			
Job 7: Facilitate the fortnightly progress update (look ahead)			
Produce and present monthly progress reports			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL COSTS FOR TASK ORDER 4: CONSTRUCTION MANAGEMENT</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>PHASE 3: COMMISSIONING AND TERMINAL OPERATOR SUPPORT</b>			
<b>Task Order 5: Commissioning and Terminal Operator Support</b>			
<i>Commissioning of TNPA facilities and Terminal operator support</i>			
Job 1: Project commissioning until all TNPA work is certified for operation			
Job 2: Support the operator with field queries during the operator design and construction phases			
Job 3: Ensure integration and alignment between the TNPA and operator scope of works			
Job 4: Provide Port Authority oversight (on behalf of the employer) on the commissioning of the operator scope of works			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>SUMMARY - ECPM FINANCIAL PROPOSAL</b>			
Task Order 1 - Project conceptual designs			
Task Order 2 - Detailed Engineering designs			
Task Order 3 - Development of the RFP and conclusion of contract			
Task Order 4 - Construction and engineering management			
Task Order 5 - Commissioning and Terminal Operator support			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Table A – Rates per hour for each specialist on the project**

No.	RESOURCE	Rate
1	Civil Engineer	
2	Civil Technician	
3	Structural Engineer	
4	Structural Technician	
5	Marine Engineer	
6	Marine Technician	
7	Electrical Engineer	
8	Electrical Technician	
9	Bulk Services Engineer	
10	Bulk Services Technician	
11	Other Services Engineer	
12	Other Services Technician	
13	Project Controls Manager	
14	Quantity Surveyor	
15	Cost Engineer	
16	Project Planner	
17	Risk Practitioner	
18	Lead Contract Administrator	
19	Contract Administrator	
20	Document Controller	
21	Safety Agent	
22	Safety Officer	
23	Quality Officer	
24	Environmental Officer	
25	Procurement Manager	
26	Procurement Officer	
27	Lead Construction Management	
28	Construction Management	
29	Senior Project Manager	
30	Project Manager	
31	Stakeholder Manager	

Bidders are required to provide rates per hour for each specialist. These rates will be utilized for tasks outside of scope or any additional requirements requested by Transnet during the development of the Project. The rates shall remain fixed for the duration of the Project and are not subject to annual escalations, for a period up to March 2027.

## ENVIRONMENTAL AND SOCIAL IMPACT ASSESSMENT

### PRICE PROPOSAL

Task No.	Deliverables	AMT Ex. VAT	VAT	AMT Incl VAT
Task 1	Detailed Desktop Review			
Task 2	Description of the Baseline environment			
Task 3	Diagnosis of the Project's Area of Influence and beneficiaries			
Task 4	Determination of the Project's impacts and its activities			
Task 5	Occupational health and safety concerns			
Task 6	Preparation of the Environmental and Social Management Plan			
Task 7	Development of a Monitoring Plan			
Task 8	Alternatives Assessment			
Task 9	Study Reports			
Task 10	ESIA and ESMP engagement disclosure			
Task 11	Approval			
	<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>

### SUMMARY - FINAL FEES (EPCM AND ESIA)

OVERALL FEE: PRICE PROPOSAL	AMT Ex. VAT	VAT	AMT Incl VAT
EPCM Fee			
ESIA Fee			
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>

## Notes to the Financial Proposal

- 1) Expenses to be incurred on the project, are subject to prior approval by Transnet's Project Manager.
- 2) Travel expenses may only be claimed in respect of the cost of transportation of the bidder's staff from their usual place of business to the jobsite and return from the jobsite to Consultant's usual place of business.
- 3) The transportation, accommodation, and costs for excavation of test pits, boreholes, drilling, testing, and sampling and making good, shall be multiplied by a factor to compensate the Consultant for any unrecovered costs associated with these items.
- 4) All air travel shall be in economy class on a scheduled airline.
- 5) Accommodation means a
  - a) bed and breakfast.
  - b) guest house.
  - c) self-catering, or
  - d) hotel having a star rating of 1, 2 or 3as defined by the Tourism Grading Council of South Africa (see [www.tourismgrading.co.za](http://www.tourismgrading.co.za)).
  - e) Note: A lodge, country house or 4 star or higher star rated hotel is not considered as 'accommodation' for purpose of this project. As a result, stay in such a facility cannot be claimed as an expense, unless specifically approved by Transnet beforehand.
- 6) A hired car means a motor vehicle having an engine capacity of not more than 1600cc. Thus, a hired car having an engine capacity greater than 1600cc is not considered as an expense for purposes of this project and cannot be claimed, unless specifically approved by Transnet beforehand.
- 7) Where not specifically mentioned, claims for expenses shall be considered in accordance with Transnet's relevant policies and procedures.
- 8) All deliverables above will be submitted to the Project Steering Committee as draft documents for inputs, comments, and views by the stakeholders (DBSA & Transnet).
- 9) All prices must include Value Added Tax, where applicable.

## Pricing Assumptions

- 1) The bidder shall be paid for the services performed.
- 2) The staff rates are the prices charged for staff and shall include for all the costs to the Consultant, including basic salary, any additional payments or benefits and social costs, overhead charges incurred as part of normal business operations including the cost of management, as well as payments to administrative, clerical, and secretarial staff used to support professional and technical staff in general and not on a specific project only.
- 3) The hourly rates for salaried staff include all protective clothing and all standard equipment.
- 4) The staff rate for casual labour shall include the provision of all protective clothing.



- 5) The final price in the Financial Proposal shall remain fixed, and are not subject to annual escalations or adjustments, for a period from date of submission of this bid, up to and including March 2027.
- 6) In deriving the costs of an agreed compensation event, the total annual cost of employment of a person is the total amount borne by the bidder in respect of the employment of such a person per year, calculated at the amounts applicable to such a person at the time when the services are rendered, including basic salary, or a nominal market related salary, fringe benefits not reflected in the basic salary, including normal annual bonus; Employer's contribution to medical aid; group life insurance premiums borne by the Consultant; the Consultant's contribution to a pension or provident fund; and all other benefits or allowances payable in terms of a letter of appointment, including any transportation allowance or company vehicle benefits, telephone and / or computer allowances, etc; and amounts payable in terms of an Act.
- 7) The hourly rates for salaried professional or technical staff shall not exceed that payable professionally qualified person (ECSA rates) responsible for carrying out the service.
- 8) Payment to a director or member not providing strategic guidance in planning and executing a project or performing quality management checks shall be paid under another relevant category.
- 9) The staff rates derived from the Pricing Schedule exclude Value Added Tax.
- 10) When claiming the cost of travel to and from the jobsite, the bidder may only claim the costs of travel exceeding 1.5 hours (one and half hours) from normal place of employment to jobsite (and vice versa).