



# DEPARTMENT OF TRANSPORT

## PRIVATE SECTOR PARTICIPATION PROGRAMME

RBDBT Briefing Session – RFP115/2026  
10:00

23 July 2026



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## *RBDBT - Contents*



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- The Department of Transport (“**DoT**”), in collaboration with Development Bank of Southern Africa (“**DBSA**”) and National Treasury (“**NT**”), has established a dedicated Private Sector Participation (“**PSP**”) Unit to support the restructuring and modernisation of South Africa’s rail, logistics, and port sectors. The PSP Unit arises from Cabinet-approved reforms contained in: the National Rail Policy, the Rail PSP Framework, and the Freight Logistics Roadmap, all of which seek to restore capacity, improve operational performance, and accelerate private sector investment across the national transport system.
- The **DBSA as the host of the PSP Unit** establishes a coordinated public-sector platform capable of delivering strategically important PSP projects in a structured, transparent, and investable manner while supporting the long-term reform, recovery, and competitiveness of South Africa’s freight and passenger transport system.
- The preferred bidder will be expected to enter into the **Service Level Agreement (“SLA”) with the DBSA.**

# RBDBT PROJECT BACKGROUND

## RBDBT Project Background

### Background

The rail and ports investment reforms are complex and wide-ranging; and require specialist expertise to strengthen Transnet's capacity.

Transnet is pursuing **Richards Bay Dry Bulk Terminal** ("RBDBT" or "Project") as one of their strategically significant export corridor transactions, to unlock private sector capital, operational expertise, and commercial efficiency, while maintaining Transnet's obligations under public law and its role as a state-owned enterprise (SOE).

### Project Management

- The project will be managed through the Project Steering Committee ("PSC") comprising of DBSA and Transnet.
- The anticipated project deliverables are in line with the Terms of Reference ("ToR") contained in the tender document.

# RBDBT PROJECT BACKGROUND

## RBDBT Project Deliverables

### Terms of Reference

Terms of Reference (“ToR”) for the Transaction Advisory Services (“TA”) to:

- conduct legal and regulatory feasibility,
- review and update existing feasibility studies,
- prepare the procurement documents for the private sector partner, and
- support commercial and financial close activities

For The Richards Bay Dry Bulk Terminal Project.

**Note: Existing studies will be shared with the preferred bidder**

### Project Deliverables

| No. | Description                                                                                                                                                                                         | Means of verification              |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|
| 1.  | Inception report including the detailed project implementation plan, the stakeholder mapping and risk register                                                                                      | Complete report as Approved by PSC |
| 2.  | Gap Analysis and evaluation of RFQ                                                                                                                                                                  | Complete report as Approved by PSC |
| 3.  | Legal & regulatory feasibility,<br>Development of procurement documents (RFP) including necessary agreements<br>Evaluation of RFP                                                                   | Complete report as Approved by PSC |
| 4.  | Updating of existing studies (Bankable feasibility study (i.e. consolidated technical, financial, CBA, Environmental, legal & regulatory, implementation plan, risk register)<br>Development of PIM | Complete report as Approved by PSC |
| 5.  | Contract Negotiations Commercial Close Activities                                                                                                                                                   | Complete report as Approved by PSC |
| 6.  | Contract Negotiations and Financial Close Activities                                                                                                                                                | Complete report as Approved by PSC |
| 7.  | Project Closeout report                                                                                                                                                                             | Complete report as Approved by PSC |

# RBDBT EVALUATION PROCESS

## *RBDBT Evaluation Criteria*

### Evaluation Process

The Evaluation Process for this tender will be as follows:

- **Stage 1** – Responsiveness of the tender (Statutory Compliance)
- **Stage 2** – Eligibility / Pre-qualification criteria (Mandatory)
- **Stage 3** – Functional evaluation criteria
- **Stage 4** – Financial evaluation criteria

### Key Experts

The bidder must be able to demonstrate a comprehensive understanding of the requirements of the assignment and have proven experience with the subject matter. The lead advisor will manage the team and be responsible for ensuring project deliverables and the professional conduct and integrity of the team. It is required that the team should (at a minimum) consist of the following key personnel:

- **Key Expert 1:** Project Director;
- **Key Expert 2:** Engineer in any of these disciplines: rail, ports, maritime, structural, mechanical, electrical);
- **Key Expert 3:** Legal and Regulatory Expert. This Expert is supported by an **Institutional and governance Expert**;
- **Key Expert 4:** Financial Modeller. This expert must be supported by the **CBA expert**; and
- **Key Expert 5:** Environmental and Social Management Expert.

# RBDBT ELIGIBILITY CRITERIA

## Stage 2 Evaluation Criteria

### Stage 2: Eligibility Criteria

| No. | Lead Expert      | Role                    | Qualification                                                                                                                                                              | Yes / No |
|-----|------------------|-------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| 1.  | Project Director | Project Lead            | Postgraduate degree (NQF 8 and above) in any of the following disciplines: engineering, project management, law, finance                                                   |          |
| 2.  | Technical Expert | Technical Lead          | Postgraduate degree (NQF 8 and above) in any of the following engineering disciplines: civil, rail, ports, maritime, mechanical, electrical or similar,<br><br><b>AND,</b> |          |
|     |                  |                         | Registered as a Professional Engineer or Technologist in terms of the Engineering Professions Act, 2000.                                                                   |          |
|     |                  | Technical support team: | Demonstrate a fully constituted technical team: engineers (rail, ports, maritime, structural, mechanical, electrical), environmental and specialist.                       |          |

| No. | Lead Expert          | Role                                    | Qualification                                                                                                                                                                  | Yes / No |
|-----|----------------------|-----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
|     |                      |                                         | Provide organogram define the role of each technical team member and CV's as the template in Annexure B.                                                                       |          |
| 3   | Financial Expert     | Finance Lead Advisor                    | Postgraduate degree (NQF 8 and above) in Commerce <b>or</b> Actuarial Science <b>or</b> Econometrics <b>or</b> Mathematics / statistics or similar quantitative qualification. |          |
| 4.  | Legal Expert         | Commercial Law                          | Degree in Law,<br><br><b>AND,</b>                                                                                                                                              |          |
|     |                      |                                         | Registered with Law society, Bar Council, and admitted attorney / Advocate                                                                                                     |          |
| 5   | Economic Expert      | Cost Benefit Analysis (Finance support) | Degree in econometrics <b>or</b> finance <b>or</b> actuarial science <b>or</b> mathematics (statistics) <b>or</b> equivalent quantitative qualification.                       |          |
| 6   | Environmental Expert | Environment, Social and Governance      | A postgraduate degree (NQF 8 and above) in Environmental Studies, Social Sciences or equivalent qualification,<br><br><b>AND,</b>                                              |          |
|     |                      |                                         | Registration as a Professional Natural Scientist in terms of the National Scientific Professions Act, 2003.                                                                    |          |

**Note: Only bids which satisfy the above pre-qualification criteria will be evaluated for Functional Evaluations.**

# RBDBT FUNCTIONAL CRITERIA

## Stage 3: Functional Criteria

| No. | Evaluation Criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Points allocation                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Minimum points (70) | Maximum points Total (100) |
|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------------|
| 1.  | <b>PROJECT DIRECTOR / LEAD</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                     |                            |
| 1.1 | Project Director Experience                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                     |                            |
|     | <p>The Project Director shall have a minimum 15 years' experience in:</p> <ul style="list-style-type: none"> <li>leading feasibility studies development, and/or in implementation of large transport infrastructure (R500 million or more)</li> <li>experience in PPP structuring with in-depth knowledge of commercial contracts in the port sector financing;</li> <li>experience in legal and regulatory processes including procurement in South Africa is considered an advantage (PFMA, permitting etc.);</li> <li>experience in preparation of project documentation compliant with specific regulatory issues and South African laws (i.e. concessions, EPC contracts etc.);</li> </ul> <p><i>Detailed work history which includes the organisation, role, tenor (indicating the dates of commencement and departure), responsibilities and sector should be provided to support the number of years of professional experience. Refer to CV Template in Annexure B</i></p> | <p><b>Points</b></p> <p>5 points &gt; 15 years' experience in leading feasibility study development and/or in implementation of large PPP transport infrastructure projects</p> <p>3 points = 15 years' experience in feasibility study development and/or in implementation of large PPP transport infrastructure projects</p> <p>0 points= below 15 years' experience in feasibility study development and/or in implementation of large PPP transport infrastructure projects</p> | 3                   | 5                          |
| 1.2 | Project Director Projects                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                     |                            |
|     | <p>Knowledge and evidence of at projects executed by the Project Lead/ Director in legal and regulatory feasibility study development, contract development, contract negotiations, project structuring, implementation of large PPP transport infrastructure projects (R500 million or more)</p> <p><i>NB: Only a list of projects with a project value of over R500 million e that will be considered. (Refer to projects template in Annexure B)</i></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | <p><b>Points:</b></p> <p>x &gt; 5 projects = 5 Points</p> <p>x = 5 projects =3 Points</p> <p>x &lt; 5 projects =0 Point</p>                                                                                                                                                                                                                                                                                                                                                          | 3                   | 5                          |

|     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |   |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|
| 2.  | <b>TECHNICAL EXPERT</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |   |
| 2.1 | Technical Expert Experience                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |   |
|     | <p>The Technical expert shall have:</p> <ul style="list-style-type: none"> <li>Demonstrable experience in rail / ports / maritime, structural / mechanical / electrical appraisal of large transport infrastructure projects (above R500 million) with strong preference for port and maritime development and transport logistic platforms;</li> <li>Relevant experience in preparing feasibility studies for infrastructure projects, with strong preference for ports and their master planning;</li> <li>Relevant professional experience in international port development would represent a strong advantage;</li> <li>Experience in tender procedures and procurement strategies for large public infrastructure projects with strong preference for port infrastructure; and</li> </ul> <p>It is anticipated that the traffic/Transport engineer, water engineer, rail and structural engineer will form part of the technical support team.</p> <p><i>Detailed work history which includes the organisation, role, tenor (indicating the dates of commencement and departure), responsibilities and sector should be provided to support the number of years of professional experience. Refer to CV Template in Annexure B</i></p> | <p><b>Points:</b></p> <p>5 points = &gt; 15 years' experience in large PPP transport projects, demand analysis / modelling, planning, design, development of procurement documents, financing and implementation of large PPP transport infrastructure projects</p> <p>3 points = 15 years' experience in PPP transport projects, demand analysis / modelling, planning, design, development of procurement documents, financing and implementation of large PPP transport infrastructure projects.</p> <p>0 = below 15 years' experience in PPP transport projects, demand analysis / modelling, planning, design, development of procurement documents, financing and implementation of large PPP transport infrastructure projects.</p> | 3 | 5 |
| 2.2 | Technical Expert Projects                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |   |
|     | <p>Knowledge and evidence of projects executed by the engineer (rail, ports, maritime, structural, mechanical, electrical) including experience and conducting feasibility studies, planning, design, development of tender documents, structuring of PPP transport projects of R500 million capex or more</p> <p><i>NB: Only a list of projects with a project value of over R500 million that have reached financial close will be considered. (Refer to projects template in Annexure B)</i></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | <p><b>Points:</b></p> <p><i>(where x is number of projects)</i></p> <p>x &gt; 5 projects = 5 Points</p> <p>x = 5 projects =3 Points</p> <p>x &lt; 5 projects =0 Point</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 3 | 5 |

**Bidders are required to score minimum point to each category failure on the part of any key personnel to score at or above the minimum threshold on the minimum expertise will lead to the disqualification of the bidder and the rejection of the bid in its entirety.** 8

# ...RBDBT FUNCTIONAL CRITERIA

## Stage 3: Functional Criteria

| 3.  | FINANCIAL EXPERT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |   |   |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|
| 3.1 | Financial Expert Experience                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |   |   |
|     | <p>The expert shall have:</p> <ul style="list-style-type: none"><li>• working experience in financial modelling/ structuring of large infrastructure projects;</li><li>• experience in project costing and revenue forecast;</li><li>• experience in value for money analysis public sector comparator calculations and PPP structures, development of financing plans;</li><li>• experience in global insurance and guarantee products; and</li><li>• proven project finance and corporate finance experience until financial closure and successful contract award.</li></ul> <p><i>Detailed work history which includes the organisation, role, tenor (indicating the dates of commencement and departure), responsibilities and sector should be provided to support the number of years of professional experience. Refer to CV Template in Annexure B</i></p> | <p><b>Points</b></p> <p>5 points = 15 and above years' experience in financial modelling for infrastructure projects, PPP structures, public sector comparator calculations</p> <p>3 points= 10 - 14 years' with financial modelling for infrastructure projects, PPP structures, public sector comparator calculations</p> <p>0 points= below 10 years' experience in financial modelling for infrastructure projects, PPP structures, public sector comparator calculations</p> | 3 | 5 |
| 3.2 | Financial Expert Projects                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |   |   |
|     | <p>Knowledge and evidence of projects executed in financial modelling and structuring of PPP infrastructure projects</p> <p>NB: Only a list of projects with a project value of over R500 million that have reached financial close will be considered. (Refer to projects template in Annexure B)</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <p><b>Points</b></p> <p>(where x is number of projects)</p> <p>x &gt; 5 projects = 5 Points</p> <p>x = 5 projects =3 Points</p> <p>x &lt; 5 projects =0 Point</p>                                                                                                                                                                                                                                                                                                                 | 3 | 5 |

| 4.  | Economic Expert (Financial Support)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                         |   |   |
|-----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|
| 4.1 | Economic Expert Experience                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                         |   |   |
|     | <p>The CBA advisory must have:</p> <ul style="list-style-type: none"><li>• Experience in conducting cost benefit analysis for large infrastructure projects</li><li>• Demonstrable experience and understanding of undertaking Cost Benefit Analysis (CBA) and Cost Effectiveness Analysis (CEA) on infrastructure projects:</li><li>• Expertise in converting financial values into economic values through the use of conversion factors; and ability to calculate economic performance indicators such as the Economic NPV, Economic RR, and Cost Effectiveness Ratios (CER); ability to demonstrate the distributional impact(s) in relation to the accrual of gains or losses to different stakeholder groups from the implementation of the project.</li></ul> <p><i>Detailed work history which includes the organisation, role, tenor (indicating the dates of commencement and departure), responsibilities and sector should be provided to support the number of years of professional experience.</i></p> <p><i>Refer to CV Template in Annexure B</i></p> | <p><b>Points</b></p> <p>4 points &gt; 15 years in conducting CBA's and cost effective analysis for large infrastructure projects</p> <p>2 point= 10-15 years in conducting CBA's and cost effective analysis for large infrastructure projects</p> <p>0 point= less than 10 years in conducting CBA's and cost effective analysis for large infrastructure projects</p> | 2 | 4 |
| 4.2 | Economic Expert Projects                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                         |   |   |
|     | <p>Knowledge and evidence of projects executed by the CBA advisor in conducting CBA's and cost effective analysis for large infrastructure projects mainly in energy, transport sectors</p> <p><i>NB: Only a list of projects with a project value of over R500 million that have reached financial close will be considered. (Refer to projects template in Annexure B)</i></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <p><b>Points</b></p> <p>(where x is number of projects)</p> <p>x = &gt; 5 projects = 2 Points</p> <p>3 - 5 projects =1 Point</p> <p>x &lt; 3 projects =0 Point</p>                                                                                                                                                                                                      | 1 | 2 |

**Bidders are required to score minimum point to each category failure on the part of any key personnel to score at or above the minimum threshold on the minimum expertise will lead to the disqualification of the bidder and the rejection of the bid in its entirety.**

# ...RBDBT FUNCTIONAL CRITERIA

## Stage 3: Functional Criteria

| 5.  | LEGAL AND REGULATORY EXPERT (COMMERCIAL LAW)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |   |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|
| 5.1 | Legal and Regulatory Expert Experience                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |   |
|     | <p>The Legal expert shall have experience in:</p> <ul style="list-style-type: none"> <li>leading legal and regulatory feasibility study development, and/or in implementation of large transport infrastructure (R500 million or more)</li> <li>experience in PPP structuring with in-depth knowledge of commercial contracts in the port sector financing;</li> <li>experience in legal and regulatory processes in South Africa is considered an advantage;</li> <li>experience in preparation of project documentation compliant with specific regulatory issues and South African laws;</li> <li>have proven experience in drafting and negotiating Service Level Agreements (SLAs), port terminal service agreements, Government Support Agreements, Security Documents and Guarantees, Concession Agreements, EPC agreements, Licenses, Permits and Consents, etc.</li> </ul> <p><i>Detailed work history which includes the organisation, role, tenor (indicating the dates of commencement and departure), responsibilities and sector should be provided to support the number of years of professional experience.</i></p> <p><i>Refer to CV Template in Annexure B</i></p> | <p><b>Points</b></p> <p>5 points &gt; 15 years' experience in leading feasibility study development and/or in implementation of large PPP transport infrastructure projects</p> <p>3 points = 7 – 15 years' experience in feasibility study development and/or in implementation of large PPP transport infrastructure projects</p> <p>0 point s= less than years' experience in feasibility study development and/or in implementation of large PPP transport infrastructure projects</p> | 3 | 5 |
| 5.2 | Legal and Regulatory Expert Projects                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |   |   |
|     | <p>Knowledge and evidence of projects executed by the Project Lead/ Director in legal and regulatory feasibility study development, contract development, contract negotiations, project structuring, implementation of large PPP transport infrastructure projects (R500 million or more)</p> <p><i>NB: Only a list of projects with a project value of over R500 million Capex will be considered. (Refer to projects template in Annexure B)</i></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | <p><b>Points:</b></p> <p>x &gt; 5 projects = 5 Points</p> <p>x = 5 projects =3 Points</p> <p>x &lt; 5 projects =0 Point</p>                                                                                                                                                                                                                                                                                                                                                                | 3 | 5 |

| 6.  | ENVIRONMENTAL, SOCIAL AND GOVERNANCE EXPERT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                         |   |   |
|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|
| 6.1 | Environmental, Social and Governance Experience                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                         |   |   |
|     | <p>The Environmental, Social and Governance Expert must have:</p> <ul style="list-style-type: none"> <li>at least 10 years' relevant post-registration experience in environmental aspects applicable to the transport sector especially in rail and ports</li> <li>experience in environmental aspects applicable to the transport sector, compliance framework &amp; processes, conducting EIA's, environmental adaptation &amp; mitigation</li> </ul> <p>It is expected that the environmental advisor will be supported by the stakeholder and management specialist</p> <p><i>Detailed work history which includes the organisation, role, tenor (indicating the dates of commencement and departure), responsibilities and sector should be provided to support the number of years of professional experience.</i></p> <p><i>Refer to CV Template in Annexure B</i></p> | <p><b>Points</b></p> <p>4 points &gt; 15 years transport sector environmental impacts, EIA's, environmental adaptation &amp; mitigation).</p> <p>2 points= 10-15 years (transport sector environmental impacts, EIA's, environmental adaptation &amp; mitigation).</p> <p>0 points= – less than 4 years (transport sector environmental impacts, EIA's, environmental adaptation &amp; mitigation).</p> | 2 | 4 |
| 6.2 | Environmental, Social and Governance Projects                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                         |   |   |
|     | <p>Knowledge and evidence of projects executed by the environmental advisor in environmental aspects applicable to the transport sector, compliance framework &amp; processes, conducting EIA's, environmental adaptation &amp; mitigation</p> <p><i>NB: Only a list of projects with a project value of over R500 million that have reached financial close will be considered. (Refer to projects template in Annexure B)</i></p>                                                                                                                                                                                                                                                                                                                                                                                                                                            | <p><b>Points</b></p> <p>(where x is number of projects)</p> <p>x = &gt; 5 projects = 2 Points</p> <p>3 - 5 projects =1 Point</p> <p>x &lt; 3 projects =0 Point</p>                                                                                                                                                                                                                                      | 1 | 2 |

**Bidders are required to score minimum point to each category failure on the part of any key personnel to score at or above the minimum threshold on the minimum expertise will lead to the disqualification of the bidder and the rejection of the bid in its entirety.** <sup>10</sup>

# ...RBDBT FUNCTIONAL CRITERIA

## Stage 3: Functional Criteria

| 7. | METHODOLOGY                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                           |                                   |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|-----------------------------------|
|    | <p><b>Methodology</b></p> <ul style="list-style-type: none"> <li>Demonstrate a thorough understanding of the Terms of Reference, transport (ports &amp; rail) Projects and demonstrate experience of the undertaking feasibility studies, design and financing of PPP projects <b>(10 points)</b>.</li> <li>Innovative design of the approach to the feasibility study, structuring, contracting, procurement options <b>(5 points)</b></li> <li>International experience in PPP <b>(2 points)</b></li> </ul> <p>The bidder must submit the methodology and approach that will be followed to achieve the project's objectives. This must include but not limited to:</p> <ul style="list-style-type: none"> <li>a detailed work plan i.e. Gantt chart with timeframes of conducting the required work; <b>(5 points)</b></li> <li>An organogram that shows all the lead experts, namely, the project director, financial modeller, legal &amp; regulatory and engineers (rail, ports, mechanical, electrical, maritime, structural, etc.), environmental specialist <b>(4 points)</b></li> <li>the lead advisor / experts must be supported by the team with experience in transport infrastructure planning, demand / modelling, design, structuring, procurement, negotiation, CBA expert, stakeholder management specialist, trainees etc. <b>(4 points)</b></li> </ul> | <p><b>Points</b></p> <p>Excellent – 28</p> <p>Good – 25</p> <p>Average – 15</p> <p>Poor – 5</p> <p>Non-responsive - 0</p> | <p><b>25</b></p> <p><b>28</b></p> |

| 8.                                     | COMPANY PROFILE OF THE BIDDER                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                      |                                   |
|----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|
|                                        | <p><b>Previous work experience</b></p> <p>The Company (or if it a consortium then together the members of the consortium) must provide at least 5 projects where work of a similar nature (preparation, design, structuring, preparation of procurement documents, negotiation, development of agreements of transport PPP projects) has been completed (include the name of the client, project duration, value of project).</p> | <p><b>Points</b></p> <p>5 projects including 4 PPP projects – 20</p> <p>5 projects including 3 PPP projects – 15</p> <p>5 projects including 2 PPP projects – 10</p> | <p><b>15</b></p> <p><b>20</b></p> |
|                                        | <p>The projects provided by at least be R500million or above (Refer to projects template in Annexure B).</p>                                                                                                                                                                                                                                                                                                                      | <p>5 projects including 1 PPP projects – 5</p> <p>No PPP projects - 0</p>                                                                                            |                                   |
| <b>Total</b>                           |                                                                                                                                                                                                                                                                                                                                                                                                                                   | <b>70</b>                                                                                                                                                            | <b>100</b>                        |
| <b>Minimum threshold for technical</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                      | <b>70</b>                         |

**Note: Only bids which satisfy the minimum threshold of 70 will be evaluated for Financial Evaluations.**

# FINANCIAL CONSIDERATIONS

## *Stage 4: Financial Evaluation*

- The **costs of preparing proposals and of negotiating the contract are not reimbursable.**
- This **Bid is fixed price for a period of three (3) years with no escalation/s.** The Bidders must make necessary pricing proposals taking into account the duration of the project.
- The **hourly rates in the pricing schedule is for indicative and benchmarking purposes only, as the Bid will be awarded as fixed cost for total resources allocated to the project.**

---

**END**

Q & A



# THANK YOU