

TNPA/2023/02/0017/22363/RFP FOR THE DESIGN, SUPPLY, COMMISSIONING, TESTING AND DELIVERY OF THE THREE (3) MARINE PILOT HELICOPTERS FOR THE PORTS OF DURBAN, RICHARDS BAY AND CAPE TOWN OVER A STAGGERED PERIOD OF EIGHTEEN (18) MONTHS

CLARIFICATION REGISTER

| No | Tenderer Query | Transnet Response |
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| 1 | 1. BY WHEN WOULD THE TRAINING BE REQUIRED AND CAN IT BE UNDERTAKEN IN AN ACCREDITED THIRD COUNTRY FACILITY. | (Training will be discussed with the successful bidder, it can be undertaken at an accredited and appropriately resourced facility to cover competency requirements for safe operation of the specific helicopter being |
| 2 | 2. TENDER IS FOR NEW AIRCRAFT AND NOT OPEN FOR ANY OTHER OPTION LIKE REFURBISHED AND LEASE | Yes, the RFP is for new helicopters only |
| 3 | 3. REQUIRES OEMS ONLY – THIS MEANS THERE IS NO SPACE FOR SA AND SPECIFICALLY FOR BLACK PARTICIPANTS IN THIS BID | As per the heading of the RFP, this is for any organisation that can “DESIGN, SUPPLY, COMMISSION, TEST AND DELIVER THREE (3) MARINE PILOT HELICOPTERS FOR THE PORTS OF DURBAN, RICHARDS BAY AND CAPE TOWN OVER A STAGGERED PERIOD OF TWELVE (12) TO |
| 4 | 4. BASED ON THE ABOVE, AND WITHOUT INFERRING WHO THE PARTICULAR OEM IS, A REVIEW OF THE SPECIFICATION IS THAT IS IT NOT CAPABILITY SPECIFIC / A GENERIC USER REQUIREMENT STATEMENT. RATHER, IT IS ALIGNED WITH A SPECIFIC OEM OFFERING AND TNPA IS REQUESTED TO HAVE THIS INDEPENDENTLY REVIEWED AND REVERT WITH FINDINGS PRIOR TO THE CLOSING DATE | The specification is for “fit-for-purpose” helicopters in terms of business and safety requirements for TNPA’s Marine Pilot Service. TNPA has internal control structures |
| 5 | 5. CONSIDERING THE TENDER REQUIREMENT – DESIGN, SUPPLY, COMMISSIONING, TESTING AND DELIVERY – ANY OEM’S PRODUCTION SCHEDULE, REGISTRATION REQUIREMENTS, SHIPPING REQUIREMENTS ETC. THE 18 MONTHS PERIOD DOES NOT SEEM PRACTICAL UNLESS THE OEM ALREADY HAS THE AIRCRAFT MANUFACTURED AND ARE SIMPLY READY FOR COMPLYING WITH THE TENDER CONDITIONS – CAN THE DELIVERY PERIOD BE EXTENDED. | Considering TNPA’s business responsibilities and the impact on the broader national and regional economy, 18 months is fair |
| 6 | 6. IN VIEW OF THIS BEING AN OPEN TENDER AND ASSUMING THERE IS NO PROHIBITION FOR THE USE OF ALTERNATIVE SOLUTIONS THAT MEET THE REQUIREMENT, CAN TNPA ALLOW FOR PLATFORMS THAT ARE ACCREDITED AND CERTIFIED BY CIVIL AVIATION AUTHORITIES IN COUNTRIES LIKE INDIA, CHINA AND RUSSIA. THIS WILL ALSO ENABLE EASE OF FINANCING FOR BLACK NEW ENTRANTS WHILST OPTIMALLY COMPLYING WITH AND SUPPORTING NATIONAL IMPERATIVES. | The RFP requires bidders to meet the specification provided regardless of where the design and manufacturing will take place |
| 7 | 7. THE REQUIREMENT FOR DBN AND RICHARDS BAY IS DIFFERENT FROM THE REQUIREMENT FOR CAPE TOWN. THIS MEANS TNPA IS SEEKING TWO DIFFERENT PLATFORMS, THIS DOES NOT SEEM TO SUPPORT STANDARDISATION OF SOP’S, INTEROPERABILITY OF SYSTEMS AND CREWS, CRITICAL MASS/ECONOMIES OF SCALE IN MAINTENANCE – CAN BIDDERS BE ADVISED ON THE LOGIC FOR THIS APPROACH. | Business requirements for Port of Cape Town call for a larger helicopter, and that has to be responded to by providing an appropriately spec’d helicopter |
| 8 | 8. FOLLOWING ON THE ABOVE, SHOULD THESE NOT BE TWO SEPARATE TENDERS. | TNPA would like to maximize benefits that come with economies of scale and bargaining possibilities |
| 9 | 9. THE CURRENT BID IS LIMITED TO THE PREFERENTIAL PROCUREMENT ACT AND MAKES NO EFFORT TO ENFORCE COMPLIANCE WITH THE NEW BBBEE CODES – WHY IS THIS THE CASE? IS TNPA EXEMPT FROM NATIONAL IMPERATIVES FOR EMPOWERMENT, TRANSFORMATION AND LOCALISATION? THE BID DOCUMENT IS ALSO SILENT ABOUT TECHNOLOGY TRANSFER, ENTERPRISE DEVELOPMENT AND LOCAL SUBCONTRACTING. A REVIEW OF SIMILAR BIDS ESPECIALLY THOSE OVERSEEN BY ARMSCOR INDICATES THIS OBJECTIVES CAN BE ATTAINABLE IF THE CLIENT IS COMMITTED AND WANTS TO ADVANCE NATIONAL INTEREST AND IMPERATIVE. | The specific goals applicable to this project were allocated in terms of the Transnet Preferential Procurement Policy. |

Signed



Bongji Machi

Regional Procurement Manager

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