

ANNEXURE A –TECHNICAL EVALUATION CRITERIA

TNPA/2023/11/0015/49564/RFP- ESTABLISHMENT OF AN APPROVED PANEL OF SERVICE PROVIDERS TO BE APPOINTED AS OPERATOR(S) OF LAST RESORT OF TNPA PORT TERMINAL/FACILITY OPERATIONS, FOR A PERIOD OF THREE (3) YEARS FOR AS AND WHEN REQUIRED, AS A TRANSITIONAL MECHANISM UNTIL NEW TERMINAL OPERATOR(S) ARE APPOINTED THROUGH THE SECTION 56 PROCESS.

No	Technical Criteria	Description	Type of Proof to be submitted	Scoring Guideline	Weighting
1.	Company experience in Terminal Operation and Maintenance.	Bidder to demonstrate experience of operating and maintaining a Port Terminal as a Terminal Operator or stevedore.	<p>Submit client’s signed reference letter(s) for each Port Terminal previously maintained and operated as a Terminal Operator and or stevedore. The reference letter must indicate the following:</p> <ul style="list-style-type: none"> ○ Number of years operating a Port/Inland Terminal <p>The client’s signed reference letter(s) submitted must be on the client letterhead, bear the signature of the client representative and cite client contact details.</p> <p><i>The submitted reference letters must be from the Landlord/Client/Shipping Line or similar</i></p>	<p>0 = Less than three (3) years of experience</p> <p>1 = Three (3) to four (4) years of experience</p> <p>2 = More than four (4) to six (6) years of experience</p> <p>3 = More than six (6) years of experience</p>	20
2.	Environmental Management	Bidders are required to provide an Environmental Management Framework	<p>The Bidder should provide its comprehensive Environmental Management Framework that details how the natural environment (the soil, water resources, Biodiversity and air quality) is being managed and how environmental management is taking place in existing terminal operations.</p> <p>The Bidder must submit an Environmental Management Framework that covers the following key elements:</p> <ul style="list-style-type: none"> a) Environmental Impacts and Aspects (positive and negative impacts associated with operations with suitable controls and mitigation measures in relation to natural resources such as waste, water resources, land, air quality, plants, and animals). b) Environmental Management Plan. c) Environmental incident reporting and management procedure. 	<p>0= No submission of an Environmental Management Framework.</p> <p>1 = Submission of an Environmental Management Framework that covers element (a).</p> <p>2 = Submission of an Environmental Management Framework that covers elements (a) up to (b).</p> <p>3 = Submission of an Environmental Management Framework that covers all three elements.</p>	20

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3.	Occupational Health and Safety Management	Signed Health and Safety Plan	<p>The bidder must submit an existing comprehensive signed Health and Safety Plan designed to deliver a high level of safety performance. The signed Health and Safety Plan must demonstrate how the aims of the company's Health and Safety Policy are being achieved with following key elements and submit documentary proof for each element as listed below:</p> <ul style="list-style-type: none"> a) Emergency management plan and proof of emergency drills or simulations. b) Procuring and implementing systems and services for the prevention, monitoring, detection and extinguishment of fires or explosions. As an example, which is not limited to the following, evidence of inspection records of the equipment and system. c) Hazard identification and risk assessment procedure indicating all operational activities and training thereof and how the risks will be addressed and mitigated that is inclusive of all operational activities and training thereof; d) Medical Surveillance procedure/plan; e) Signed Permit to Work System/ Procedure. f) Signed Incident reporting procedure; g) Signed Safe Operating Procedures, Work Instructions and standards of housekeeping; h) Signed Issuance of Personal Protective Equipment (PPE) register, the expectation of its use, including for Third Party Contractors; i) Signed procedure for Safety management of visitors and contractors; j) Submit mandatory Health and Safety appointment letters and a detailed Health and Safety training plan demonstrating how training such as on-site duties training, induction training, SOP training, proof of training of SHE Appointees, together with the certificates and training attendance registers. Or a detailed Health and Safety training plan if training has not yet been conducted. 	<p>0 = No submission of a signed Health & Safety Plan or submission of a Health & Safety plan that addresses less than four (4) key elements.</p> <p>1 = Submitted a signed Health & Safety Plan with five (5) key elements.</p> <p>2 = Submitted a signed Health & Safety Plan with six (6) to seven (7) key elements.</p> <p>3 = Submitted a signed Health & Safety Plan with eight (8) to ten (10) key elements.</p>	20

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4.	Financial Capacity	<p>Bidder must demonstrate financial capacity to operate and maintain a port terminal</p> <p>In case of a Joint Venture (JV) or Consortium, where one member of the JV or consortium submits a set of audited financial statements, that will be accepted. However, in the event that all JV or consortium partners submits sets of audited financial statements, an average of all audited financial statements will be used in the evaluation.</p>	<p>Submit three (3) years latest audited financial statements and latest audited annual reports of the bidding entity.</p> <p>Bidder's averaged profitability over the past three (3) years period based on Earnings Before Interest, Depreciation and amortization (EBITDA).</p>	<p>0 = Less than R1Million EBITDA</p> <p>1 = More than R1Million EBITDA but less than R2Million EBITDA</p> <p>2 = More than R2Million EBITDA but less than R5Million EBITDA</p> <p>3 = More than R5Million EBITDA</p>	15
			<p>Submit three (3) years audited financial statements and audited annual reports.</p> <p>Key Financial Ratios of the Bidder averaged over the past three (3) years period to assess the Bidder's liquidity.</p> <p>(Norm is 2:1 – current assets divided by current liabilities)</p>	<p>0 = Ratio < 1</p> <p>1 = Ratio ≥ 1 < 1.5</p> <p>2 = Ratio ≥ 1.5 < 2</p> <p>3 = Ratio ≥ 2</p>	10
			<p>Submit three (3) years audited financial statements and audited annual reports.</p> <p>Key Financial Ratios of the Bidder's averaged over the past three (3) years period to assess the Bidder's solvency.</p> <p>(Norm is 1:1 – Total assets divided by Total liabilities)</p>	<p>0 = Ratio < 1</p> <p>1 = Ratio = 1</p> <p>2 = Ratio ≥ 1 < 1.2</p> <p>3 = Ratio ≥ 1.2</p>	15
Total Technical					100
Minimum Threshold for Technical Evaluation					70