



**CONTRACT SANRAL: 58700/1990/2026/01**

**SCM REF NUMBER: NRA 2025/0466**

**APPOINTMENT OF AN INDEPENDENT ENTITY TO REVIEW SANRAL ROAD CONCESSIONS AND MODELLING POST CONCESSION.**

**ADDENDUM 1:**

Date Issue: **25 May 2026**

This Addendum is to be read in conjunction with and shall be deemed to form part of the Tender Document.

This Addendum consists of the following Parts:

**PART 1:**

Part 1A: Errata

**PART 2:**

Part 2A: Q & A

**Approved by:**

A handwritten signature in black ink, appearing to be "J. M. ...", is written over a horizontal line.

**BSC Chairperson  
South African National Roads Agency SOC Ltd (SANRAL)**

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**ADDENDUM 1:**

**Part 1A: Errata**

- 1. Please note that the closing date for this tender has been extended from 27 May 2026 to 05 June 2026 at 12:00**

- a. SECTION 1: SBD1 FORM

- Delete" 27 May 2026 "and replace with "05 June 2026."*

- b. SECTION 2: NOTICE TO BIDDERS – 1.1 Submission of bid

- Delete" 27<sup>th</sup> of May 2026 "and replace with "05<sup>th</sup> of June 2026."*

- 2. Please note that the points for Lead transaction advisor on bullet 4 is 18 instead of 10**

Delete: Three or more PPP project, one or more being a toll road and one or more being another infrastructure project = **[10]**

Replace with: Three or more PPP project, one or more being a toll road and one or more being another infrastructure project = **[18]**

## **PART 2:**

### Part 2A: Q & A

## **QUESTION AND ANSWERS**

### **Bidder 1**

1. Asked about the bidder having proof of registration with a professional body under the mandatory section if it's a must for a financial advisor to have this as they might have one who only has an MBA but is not a member of SAICA for instance.

Response: Accredited personnel have been made a requirement as it ensures accountability; as there is recourse through the statutory bodies. This registration demonstrates the lead individual's expertise in the specific field of work.

2. How will it be shown that subcontracting has been utilized; is there a specific form for this

Response: The sub-contracting is the condition of contract.

3. Could there be an extension due to the working partners that have to be identified and with consideration of the workload to be done.

Response: The extension has been granted as per bullet 1 of Part 1A: Errata.

### **Bidder 2:**

4. Question 1: Will participation in the project preclude team members from downstream work from future concessionaires?

**Response:** Participation in this project will not automatically preclude team members from participating in downstream work with future concessionaires. However, any future involvement will be subject to the applicable procurement processes, conflict of interest considerations, and any restrictions or conditions that may be stipulated in future bid documentation.

Bidders are encouraged to ensure compliance with all relevant governance and independence requirements as and when future opportunities arise.

5. Does SANRAL view the following as potential conflicts of interest:

- A member(s) of the consulting team, or the bidding company, have performed consulting work for any current concessionaires.
- A member(s) of the consulting team, or the bidding company, have performed consulting work for SANRAL on toll routes.

Response: Bidders should ensure that they are not conflicted as per clause 1.1 conflict of interest on the tender document and as per the law and legislation i.e "perception of bias".

### **Bidder 3:**

6. Use PHP, Excel and VA to build the Value for Money model (VFM).
7. Plaza capacity analysis using Deterministic model vs Simulation model.

8. Can we use basic excel toll diversion discrete choice models like Krichoff or Ellwood for the traffic model?

Response: Bidders are referred to the Objectives of the project, which are to undertake a review of the current situation and provide evidence-based recommendations to National Treasury and the SANRAL Board on the future of the Concessioned. The reviews need to be comprehensive enough to draw defensible recommendations using sufficiently detailed data/information and using fit-for-purpose models and other calculations. The recommendation is between extreme parsimonious modelling and detailed bankable concession bid-type models. The key element is defensible and the various professionals in the team must ensure that their results and recommendations are defensible.

**Bidder 4:**

9. Could you kindly advise if Form B3.1 to B3.8 requires the signature of the Tenderer (i.e. the Lead Bidder) or the signature of the staff member proposed for the position?

Response: Signature on the tender document must be of the official given authority to sign off on the tender document as per *FORM A2: CERTIFICATE OF AUTHORITY FOR SIGNATORY*

10. Same question applies to Form B2, does the Lead Bidder sign for all firms in the consortium?

Response: Signature on the tender document must be of the official given authority to sign off on the tender document as per *FORM A2: CERTIFICATE OF AUTHORITY FOR SIGNATORY*

**Bidder 5:**

11. Given the complex nature of this project and its importance to SANRAL, Deloitte requires adequate time to complete internal quality and risk processes, assemble a strong delivery team, and prepare a comprehensive and robust proposal.

In light of the above, we respectfully request that the submission deadline be extended by two weeks. Accordingly, the revised submission deadline would be Friday, 12 June 2026, at 12:00 PM. Your favorable consideration of this request would be sincerely appreciated.

Response: The extension has been granted as per bullet 1 of Part 1A: Errata.

12. The RFP requires the Lead Transaction Advisor and Financial Advisor to be professionally registered with the relevant statutory body. We note, however, that unlike professions such as engineering, where registration with ECSA is mandatory, there is no equivalent statutory professional body applicable to all financial advisory professionals.

While certain financial advisors, such as chartered accountants, may be registered with SAICA, many suitably qualified professionals in these roles come from mathematics, statistics, finance, or similar backgrounds and do not need to register with a statutory body to practice.

We therefore kindly request that the requirement for registration with a relevant statutory body be waived for the Lead Transaction Advisor and Financial Advisor roles.

Response: Same as the response for Bidder 1

## **BIDDER 7**

13. After a detailed review of the tender documentation, we recognise the significant scope, technical depth, and strategic importance of this assignment, particularly in relation to the evaluation of road concession frameworks and post concession performance analysis.

In order to ensure that we submit a comprehensive, high-quality, and fully responsive proposal, we kindly request an extension of the tender submission deadline. The additional time will enable us to:

- Conduct in-depth analysis aligned with SANRAL's requirements
- Strengthen our methodology and delivery approach
- Ensure full compliance with all submission requirements

Given the importance of delivering a robust and value-adding proposal, we respectfully request an extension beyond the current closing date. We believe that this additional time will contribute to more competitive and well-prepared submissions, ultimately benefiting the overall tender process.

Response: The extension has been granted as per bullet 1 of Part 1A: Errata.

## **BIDDER 8**

14. Section 4: Criteria and Returnable Documents (pg. 19 of 72) - Company project experience - the tenderer needs to list completed projects. Since the duration of these types of projects are long term, up to 30 years, can the tenderer include projects that are current but will end within the next 12 months?

Response: No, the requirement is that the projects must have been **completed** within the last 15 years.

15. Section 4: Criteria and Returnable Documents (Pg 19 of 72) - 4<sup>th</sup> bullet of item 4.2 for the Lead Transaction Advisor, is the score allocation of 10 points, correct?

Response: No, it has been corrected above on bullet 2 of Part 1A: Errata.

16. Section 4: Returnable Documents - Form A16: Registration CIDB. Is this a requirement for this tender?

Response: Form A16 is not applicable for this tender

17. Section 5: Returnable documents: Could all these returnable documents be provided in word format.

Response: No, as this is not permitted, in order to maintain the integrity of the forms and avoid any potential tampering.

18. Since there is a need to form joint ventures and/or consortiums to complete the tender team, could SANRAL please consider an extension of time of at least of a week to 3rd June 2026.

Response: The extension has been granted as per bullet 1 of Part 1A: Errata.

**The South African National Roads Agency SOC Limited**  
**P.O. Box 415**  
**Pretoria**  
**0001**

**ADDENDUM NO. 1**

I \_\_\_\_\_

Representing Messrs \_\_\_\_\_

Hereby acknowledge that I have received the above Addendum and that I am conversant with the contents thereof.

**SIGNATURE:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

This Addendum is to be read in conjunction with and shall be deemed to form part of the Contract Documents.

You must therefore acknowledge receipt of this addendum by emailing this form to the South African National Roads Agency SOC Limited at [ProcurementHO9@sanral.co.za](mailto:ProcurementHO9@sanral.co.za) and the original must be attached to the Returnable Schedules.