



TPL/2026/02/0028/1145/RFP

NON-COMPULSORY TENDER CLARIFICATION MEETING

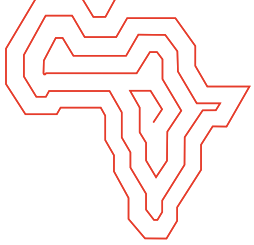
FOR THE PROVISION OF CONSULTING SERVICES FOR THE SAP EHP UPGRADE, REDESIGN OF SLUG NUMBER, SAP S/4 HANA CONVERSION AND REDESIGN OF CUSTOMER PORTAL FOR TRANSNET PIPELINES FOR A PERIOD OF 24 (TWENTY-FOUR)

Date: 01 JUNE 2026

TIME: 10H00 -12H00

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SAP S/4 HANA Project – Agenda



- 01** Welcome & Safety Share
- 02** Introduction of TPL Team
- 03** RFP Purpose
- 04** Commercial - Tender Process: Tendering Procedure and clarification of Returnable schedules
- 05** Pricing Instructions & Pricing Schedule and Contract Data
- 06** Project Scope of Service
- 07** Technical Evaluation Criteria
- 08** Questions
- 09** Closing

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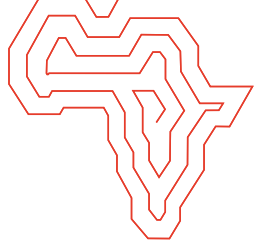
SAP S/4 HANA Project – Introduction TPL Team Members



- Nomcebo Ngcobo : Strategic Sourcing Specialist
- Akash Gurupersaad : Senior Manager: Enterprise Architect & Project - ICT
- Devon Botha : Senior Manager: ICT Service Delivery - ICT
- Vasu Naidoo : Manager: Application Systems
- Lerelle Abrahams : Project Manager – ICT
- Shirgan Parshotam : Business Analyst – ICT
- Ahmed Sayed : Enterprise Architect

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RFP PURPOSE

Transnet Pipelines (TPL) requests proposals from experienced, SAP Certified Build Partner's with a proven track record in the Oil, Gas and Energy industry for the provision of services to perform/complete the following work packages:

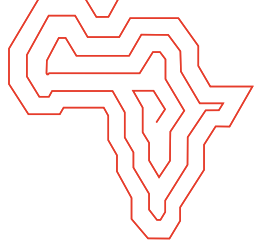
- 1.1 SAP ECC6.0 Enhancement Pack (EHP) Upgrade;
- 1.2 Redesign of the Slug Number Custom Configuration;
- 1.3 SAP S/4 Hana Conversion and;
- 1.4 Redesign and implementation of a Customer Portal facility.

PROJECT BACKGROUND AND CONTEXT

The current version of the TPL SAP ERP system (ECC6) comprises of the core SAP modules of Financials and Controlling, Sales and Distribution, Materials Management, Plant Maintenance, Project Systems, Investment Management, and an Industry Solution (**IS-OIL**). As part of key business processes, TPL also makes use of SAP solutions like Enterprise Portal and SAP MII. TPL is already **Unicode** compliant, with the current Enhancement Pack (EHP) being on version 5.

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SAP S/4 HANA Project – Contents of RFP



SCHEDULE OF BID DOCUMENTS

Section No	Page
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PART B	4
SECTION 2 : NOTICE TO BIDDERS	5
1 INVITATION TO BID	5
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RFP ANNEXURES:

- ANNEXURE A SCOPE OF SERVICES
- ANNEXURE B TECHNICAL RETURNABLE SCHEDULE
- ANNEXURE C MASTER AGREEMENT
- ANNEXURE D TRANSNET'S GENERAL BID CONDITIONS
- ANNEXURE E TRANSNET'S SUPPLIER INTEGRITY PACT
- ANNEXURE F NON-DISCLOSURE AGREEMENT

SAP S/4 Hana Project – Electronic Submission Procedures



Transnet has implemented an electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

SUBMITTING YOUR BID

The Transnet Digital Procurement System (TDPS) Supplier Submission Portal can be accessed as follow:

- Log on to the Transnet eSupplier website/Portal (<https://esupplierportal.transnet.net/portal/>)
- Click on "SIGN IN/REGISTER –to register new bidder information and ensure that all (must fill in
- all mandatory information is completed) OR;
- - to sign in if already registered;
- Click on "ADVERTISED TENDERS" to view advertised tenders;
- Toggle (click to switch) the "Log an Intent" button to submit a bid;
- Submit bid documents by uploading them into the system against each tender selected.
- No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net



Considerations

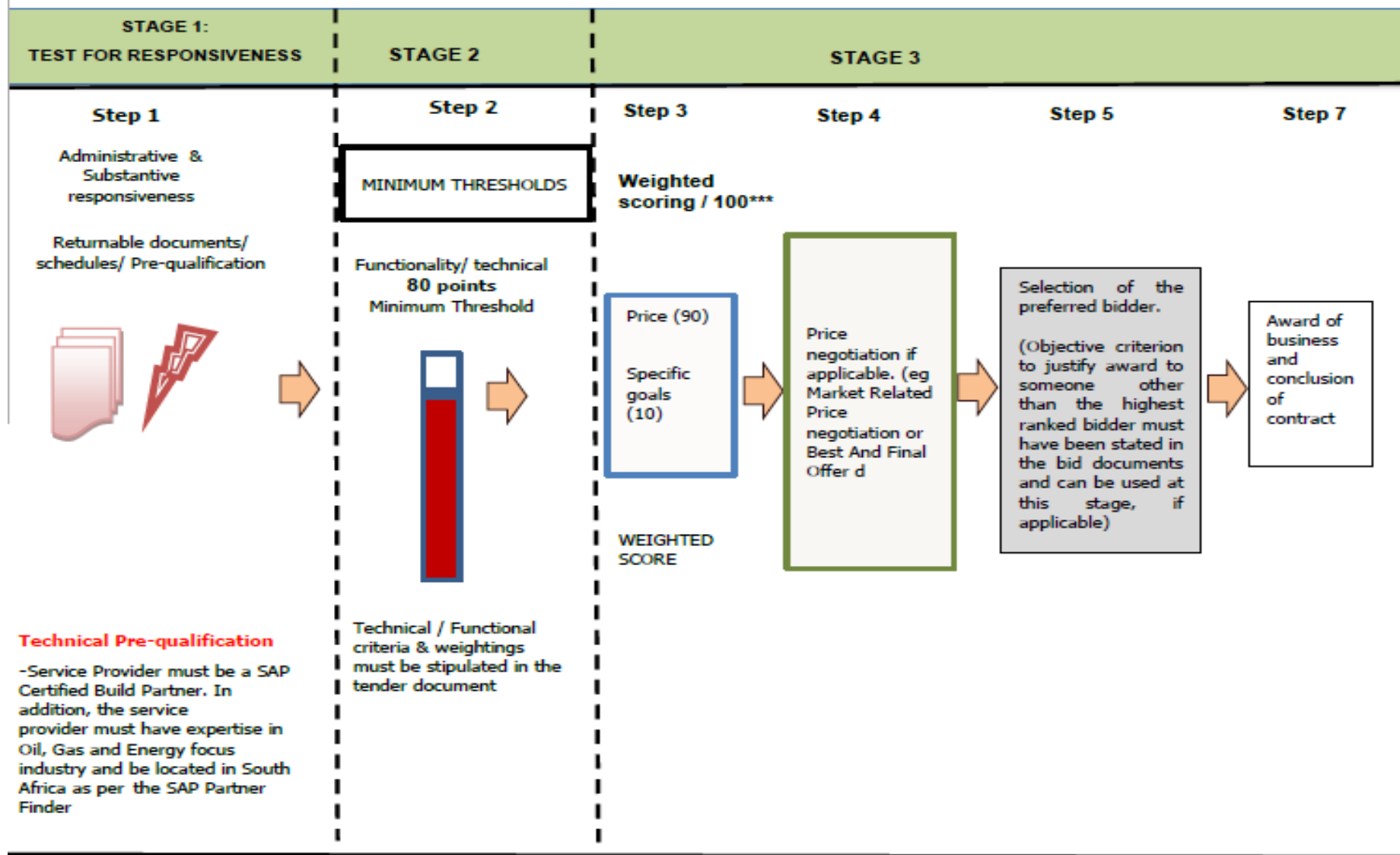
- Time your submissions so that if there are any issues, there is time to escalate & resolve
- Nobody has access to the bids until after the bid has closed
- There is no physical tender box.
- Should you experience challenges with the system, urgently contact: nomcebo.ngcobo@transnet.net



- Respondents are warned that a Proposal will be liable to disqualification should any attempt be made by a Respondent either directly or indirectly to canvass any officer or employee of Transnet in respect of this RFP between the closing date and the date of the award of the business.
- For specific queries relating to this RFP should be submitted onto the system and to Nomcebo.Ngcobo@transnet.net before close of business on the **10th June 2026**.
- In the interest of fairness and transparency, Transnet's response to such a query will be published on the e-tender portal and Transnet website.
- After the closing date of the RFP, a Respondent may only communicate with Carol Khumalo, email Carol.khumalo@transnet.net on any matter relating to its RFP Proposal. Respondents are to note that changes to its submission will not be considered after the closing date.

Respondent found to be in collusion with one another will be automatically disqualified and restricted from doing business with Transnet in the future.

SAP S/4 Hana Project – Evaluation Methodology



SAP S/4 Hana Project – Administrative & Substantive Responsiveness



Administrative and substantive responsiveness check	RFP Reference
<ul style="list-style-type: none"> Whether the Bid has been lodged on time 	<i>Section 1 paragraph 3</i>
<ul style="list-style-type: none"> Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time 	<i>Section 5</i>
<ul style="list-style-type: none"> Verify the validity of all returnable documents 	<i>Section 5</i>
<ul style="list-style-type: none"> Verify if the Bid document has been duly signed by the authorised respondent 	<i>All sections</i>
<ul style="list-style-type: none"> Whether any general and legislation qualification criteria set by Transnet, have been met 	<i>All sections</i>
<ul style="list-style-type: none"> Whether the Bid contains a priced offer 	<i>Section 4</i>
<ul style="list-style-type: none"> Whether the Bid materially complies with the scope and/or specification given 	<i>All Sections</i>
<ul style="list-style-type: none"> Whether any general and legislation qualification criteria set by Transnet, have been met 	<i>All sections including: Section 2 paragraphs, 2.2, 6, 11.2, General Bid Conditions clause 20</i>
<ul style="list-style-type: none"> Whether the Bid materially complies with the scope and/or specification given 	<i>All Sections</i>
<ul style="list-style-type: none"> Whether any Technical Pre-qualification Criteria/minimum requirements/legal requirements have been met as follows: <ul style="list-style-type: none"> Service Provider must be a SAP Certified Build Partner. In addition, the service provider must have expertise in Oil, Gas and Energy focus industry and be located in South Africa as per the SAP Partner Finder 	<i>Section 3 – Scope of Work Annexure B</i>



Thresholds	Minimum Threshold
Technical / functionality	80



SAP S/4 Hana Project - Pricing & Specific Goals

Only tenders that achieve the minimum qualifying score for functionality will be evaluated /Only tenders that are Administratively and Substantively Responsive will be evaluated) further in accordance with the 90/10 points systems as described in Preferential Procurement Regulations.

90 where the financial value of one or more responsive tenders received have a value equal to or exceed R50 million, inclusive of all applicable taxes,

Evaluation Criteria	Final Weighted Scores
Price	90
Specific goals - Scorecard	10
TOTAL SCORE:	100

SAP S/4 Hana Project - Selected Specific Goals



Selected Specific Goal	Number of points allocated (10)
B-BBEE Level of contributor (1 or 2)	5
30% Black Women Owned Entities	5



SAP S/4 Hana Project - Evidence For Specific Goals

Selected Specific Goal	Acceptable Evidence
B-BBEE Level of contributor (1 or 2)	B-BBEE Certificate / Sworn-Affidavit B-BBEE Certificate (in case of JV, a consolidate scorecard will be accept) as per DTIC guidelines
30% Black Women Owned Entities	B-BBEE Certificate / Sworn-Affidavit B-BBEE Certificate (in case of JV, a consolidate scorecard will be accept) as per DTIC guidelines



CLOSING DATE AND TIME:

Thursday, 18th June 2026

at 12H00

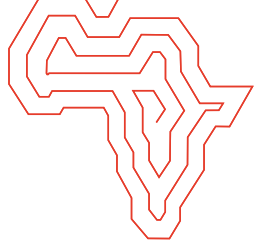
**NO EXTENSIONS TO THIS DATE WILL BE ENTERTAINED WITHOUT GOOD CAUSE
SHOWN**



Tender offer validity period of **180 Business Days after the closing date**

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THE OBJECTIVE OF THIS PHASE OF EVALUATION IS TO ESTABLISH THE BEST OFFER TO TPL, CONSIDERING PRICE AND SPECIFIC GOALS.

Criteria	Evaluation Approach
Adherence to the Pricing Schedule	<ul style="list-style-type: none">• For purpose of evaluation and comparison pricing schedule is predefined• Deviation from the pricing schedule disqualifies the bid• Deviations are considered as changes that render the bidders pricing incomparable such as;<ul style="list-style-type: none">• Changing the basis of calculation (e.g. rate based vs. cost/unit);• Exclusions that render the bidder's price non-comparable;• Changing items requested in the pricing schedule• Changing the quantities of items/ resources requested



Considerations

- If you have any questions about the pricing schedule, write to Transnet to request clarity;
- Adhere to the pricing schedule, No alternative bids can be accepted in the one bid;
- Ensure it all adds up- i.e. arithmetically accurate;

Bidders to note that all pricing must be completed in the eSupplier portal, electronic pricing. No paper pricing schedule should be accepted



SAP S/4 HANA Project - Contract Data

- Conditions of Contract – Master Agreement – Annexure C

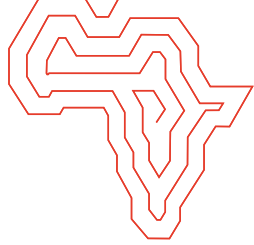
4 CONDITIONS OF CONTRACT

- 4.1 Where Transnet has identified opportunities of economic transformation and empowerment, Transnet will incorporate a contractual obligation for the winning bidder to execute the identified transformation objective as a condition of contract.
- 4.2 Each bidder interested in participating in this tender should be cognisant that it is a condition of contract the winning bidder will be required to contract with Transnet on one or more of the following transformation initiatives:
 - a) Job creation and preservation
 - b) Technology transfer
 - c) Training and Skills Transfer

- Duration of the contract is 24 months
- Service Level Agreement – Scope of Services Annexure C

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**WORK PACKAGES:****1.1 EHP UPGRADE –**

Upgrade SAP ECC6.0 IS-OIL from EHP5 to EHP8 across all environments, including pre-checks, upgrade execution, custom code remediation, and integration validation. Ensure system functionality, testing (unit to UAT), performance tuning, documented migration, fallback readiness, and provide two months of post-implementation support.

**WORK PACKAGES:****1.2 SLUG NUMBER REDESIGN –**

Redesign the SAP ECC slug numbering logic to prevent depletion (February/March 2027) by extending Customer and Week-Cycle ranges, ensuring a 15-year lifespan. Scope includes requirements gathering, To-Be design, build and configuration, cycle-based testing, and one month of post-implementation support, with alignment to the future S/4HANA conversion. This slug number redesign will ensure that TPL can continue with ECC6.0 (EHP 8) in parallel, whilst the S/4HANA technical conversion process (inclusive of this redesign) is underway and until TPL cuts over to S/4HANA.

**WORK PACKAGES:****1.3 S/4HANA CONVERSION –**

Deliver end-to-end conversion of SAP ECC6.0 (EHP8) to SAP S/4HANA IS-Oil using the SAP Activate methodology, covering assessment, readiness, planning, and target architecture design. Scope includes custom code remediation, data cleansing and migration, infrastructure preparation, and full technical execution, including Fiori enablement, authorisations, and system integrations. Comprehensive testing (mock conversion, technical, business, and security) will ensure system integrity and performance. The programme includes structured training and role-based knowledge transfer to enable sustained operations, supported by change management to drive user adoption. Additional deliverables include cutover planning, rollback and disaster recovery strategies, hypercare support, and full documentation. The service provider will also support governance requirements, recommend process optimisations using process mining tools, propose replacements for legacy components, and implement audit and compliance enhancements aligned to Transnet standards.

All existing customizations to be migrated/redeployed on the S/4HANA platform as per the Activate methodology.

**WORK PACKAGES:****1.4 CUSTOMER PORTAL IMPLEMENTATION –**

Redesign the SAP NetWeaver customer portal using SAP Fiori to enhance usability, mobility, and security. Scope includes requirements gathering, To-Be architecture, build and deployment, documentation, and three months of support, aligned to run in parallel with the S/4HANA conversion for a unified go-live.



CURRENT ECC LANDSCAPE:

Infrastructure Details:

Component	Version on PRD
Operating System	AIX 7.2
Database	Oracle 19c
Hardware	IBM P7 Series (On-Premise)
Database Size	850GB
Active Users	600

SAP Software Details:

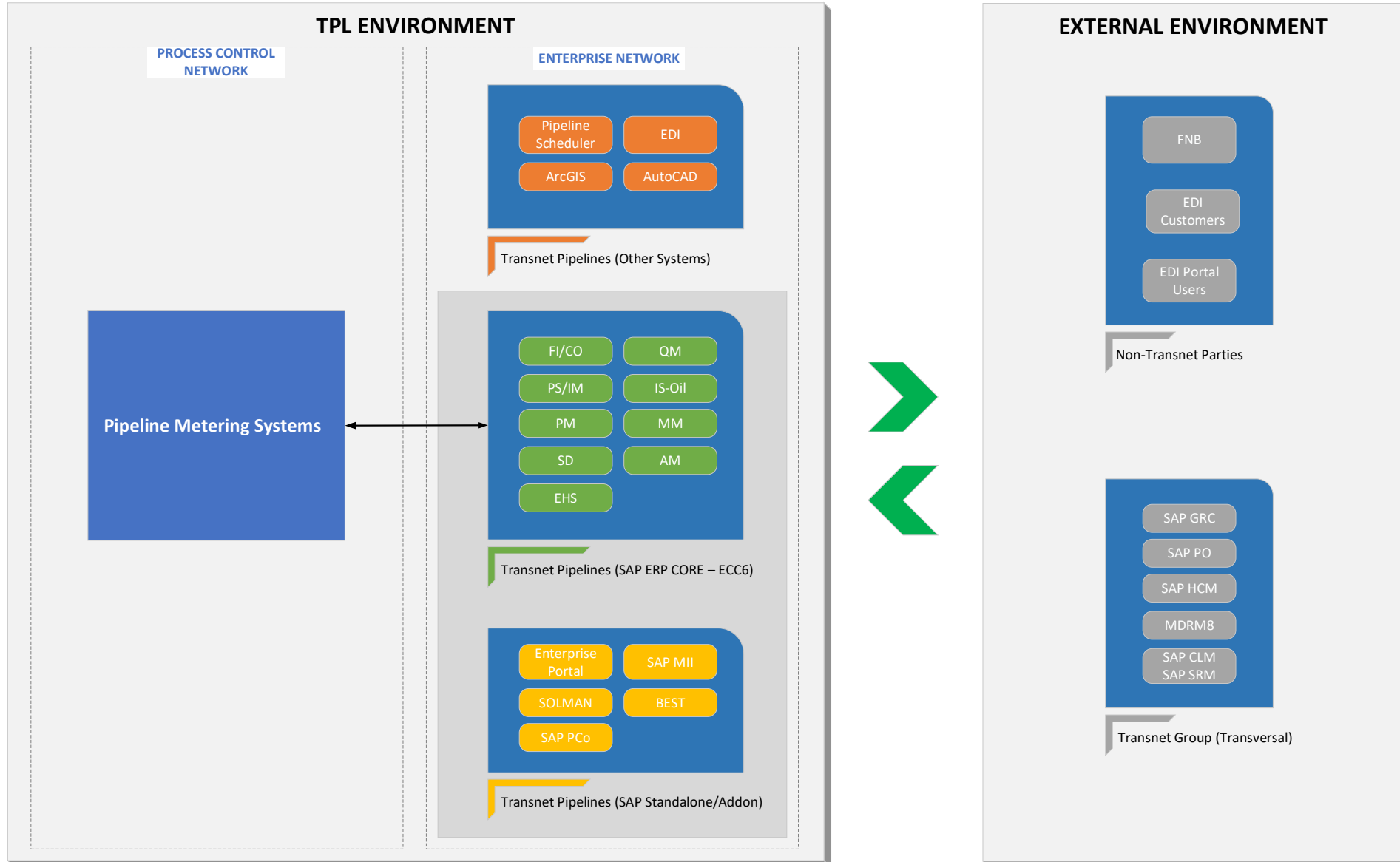
Component	Version on PRD
SAP ECC	ECC 6.0 EHP 5 SP14 & NetWeaver 7.0 EPH2
SAP NetWeaver Portal	NetWeaver 7.30
SAP MII	SAP MII 15.5.1 & NetWeaver 7.5 SP29
SAP PCO	SAP PCO 15.4.3
Other SAP Components	BEST 200_700 SP01
	GRC Access Control 5.3
	SAP Interfaces (EDI, HCM, Transnet Group BI etc.)
Solution Manager	7.2 SP Stack 12

Integration Details:

Application	Integration Method	Communication
EDI	Odex/FTP/Webservices	Bi-directional
Pipeline Scheduler Management	Flat file	Bi-directional
SAP MII	Webservices	Bi-directional
SAP HCM	RFC	Bi-directional
Business Intelligence System	RFC/Webservices	Outbound
Pilog Material Master Data	RFC/Webservices	Bi-directional
Contract Lifecycle Management	PI/PO	Bi-directional



CURRENT TPL LANDSCAPE:

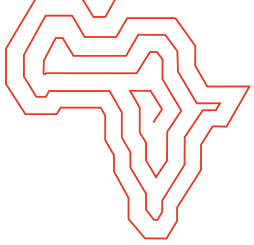


**SCOPE EXCLUSIONS:**

- 1. Provision of SAP specific infrastructure** – TPL will provide the required infrastructure to deploy (setup and configure) S/4HANA.
- 2. Provision of software licences** – Transnet maintains the SAP license agreements for the Group and already holds S/4HANA licensing. TPL will acquire the other licenses that may be applicable.
- 3. Upgrade of SAP MII and SAP PCO applications** – The current SAP landscape includes SAP MII and PCO applications to facilitate TPL product meter readings and movement. These will continue to function as-is, but integrated into the S/4HANA end-state. A future project may be initiated to upgrade/redeploy these applications in the appropriate technologies.

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- Failure to provide supporting documentation to support an assertion will result in disqualification

ELIGIBILITY CRITERIA – TECHNICAL PRE-QUALIFICATION

T.2.2.01

Service Provider must be a SAP Certified Build Partner. In addition, the service provider must have expertise in Oil, Gas and Energy focus industry and be located in South Africa as per the SAP Partner Finder.

Failure to provide proof shall lead to disqualification

YES/NO

SAP S/4 HANA Project – Technical Evaluation Criteria



- Failure to provide supporting documentation to support an assertion will result in a score of 0 being awarded for that particular criterion
- Failure to achieve a minimum score of 80 points (out of 100) will result in disqualification

ELIGIBILITY CRITERIA

<p>T2.2-02: Technical Implementations</p>	<p>Bidder to provide that it has conducted a technical migration from ECC 6 to S/4HANA in at least 3 medium size organizations. At least 1 of the 3 migrations should have included SAP IS-OIL and SAP NetWeaver. Medium size = >900 employees. 3 signed client reference letters are required, confirming that the project has been completed successfully. Reference letters for completed projects must comply with the following criteria:</p> <ol style="list-style-type: none"> 1. The reference letters must be on the client letterhead; 2. The reference letters must be signed by a client representative and include contact information. 3. The reference letters must detail the project scope, project duration and client satisfaction. 4. The reference letter must indicate the number of employees of the client. 	<p>25</p>	<p>25</p>
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ELIGIBILITY CRITERIA			
<p>T2.2-03: Project Key Resources</p>	<p>The Service Provider must use adequately skilled resources throughout the project with experience in ECC and S/4HANA</p> <p>Key Resources:</p> <ol style="list-style-type: none"> 1. SAP Basis Specialist 2. SAP ABAP Developer 3. SAP Integration Specialist 4. SAP Project Manager 5. SAP FI/CO Functional Specialist 6. SAP MM Functional Specialist 7. SAP IS-OIL Functional Specialist <p>Provide detailed of the above resources, clearly reflecting</p> <ol style="list-style-type: none"> a) Years of Experience in required skillset area. b) The resource must have a minimum of five (5) years experience in the required skillset area 	<p>30</p>	<p>30</p>

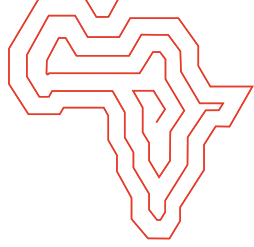
SAP S/4 HANA Project – Technical Evaluation Criteria



ELIGIBILITY CRITERIA			
T2.2-04: Project Schedule/Programme	<p>Provide a detailed project plan in MS Projects format with clear milestones, deliverables, and a defined critical path as per the required delivery of the complete scope of service in the following phases within 24 months and must be aligned with the SAP Activate Methodology.</p> <ol style="list-style-type: none"> 1) ECC EHP Upgrade 2) Slug Number Redesign 3) S/4HANA Migration (including (a) redesign and implementation of customer portal, (b) implementation of additional requirements; in alignment with the scope of service) 	25	25
T2.2-05:Change Management	<p>The bidder has extensive experience in conducting change management for S/4HANA migration projects.</p> <p>The bidder to submit 3 reference letters where it successfully conducted change management for S/4HANA migration projects.</p>	10	10
T2.2-06:Training	<p>The bidder has extensive experience in conducting training for S/4HANA migration projects.</p> <p>The bidder to submit 3 reference letters where it successfully conducted training for S/4HANA migration projects.</p>	10	10
Maximum possible score for Functionality			100

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Questions



Thank you

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