



RFP BRIEFING

10 July 2026 @13:30pm MS Teams

**TE/2026/07/0002/114547/RFP- SUPPLY AND DELIVERY OF
DIESEL LOCOMOTIVE ENGINE OIL FOR VARIOUS
LOCOMOTIVE FLEETS NATIONALLY* FOR A PERIOD OF FIVE
(5) YEARS, ON AN “AS AND WHEN REQUIRED” BASIS**

Presented By: Nondumiso Xotyeni

AGENDA

Agenda Item	Responsible Person
Welcome and Introduction	Nondumiso Xotyeni
Overview of Tender Document - Tendering Procedure - Evaluation Procedure - Returnable Schedules	Nondumiso Xotyeni
TPPP Specific Goals & ESD Initiatives	John Skosana
Scope of Work	Nondumiso Xotyeni
Technical Evaluation Criteria	Dan Kleynhans & Gerhardus Gildenhuys

TENDERING PROCEDURE

❑Tenders Closing Time and Date : **16:00 pm on Friday, 31 July 2026**

❑Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

❑The tender documents must be properly **indexed** and in an **organized** formal manner.

NB: Telephonic, telegraphic, facsimile or e-mailed tender offers will **not be accepted**.

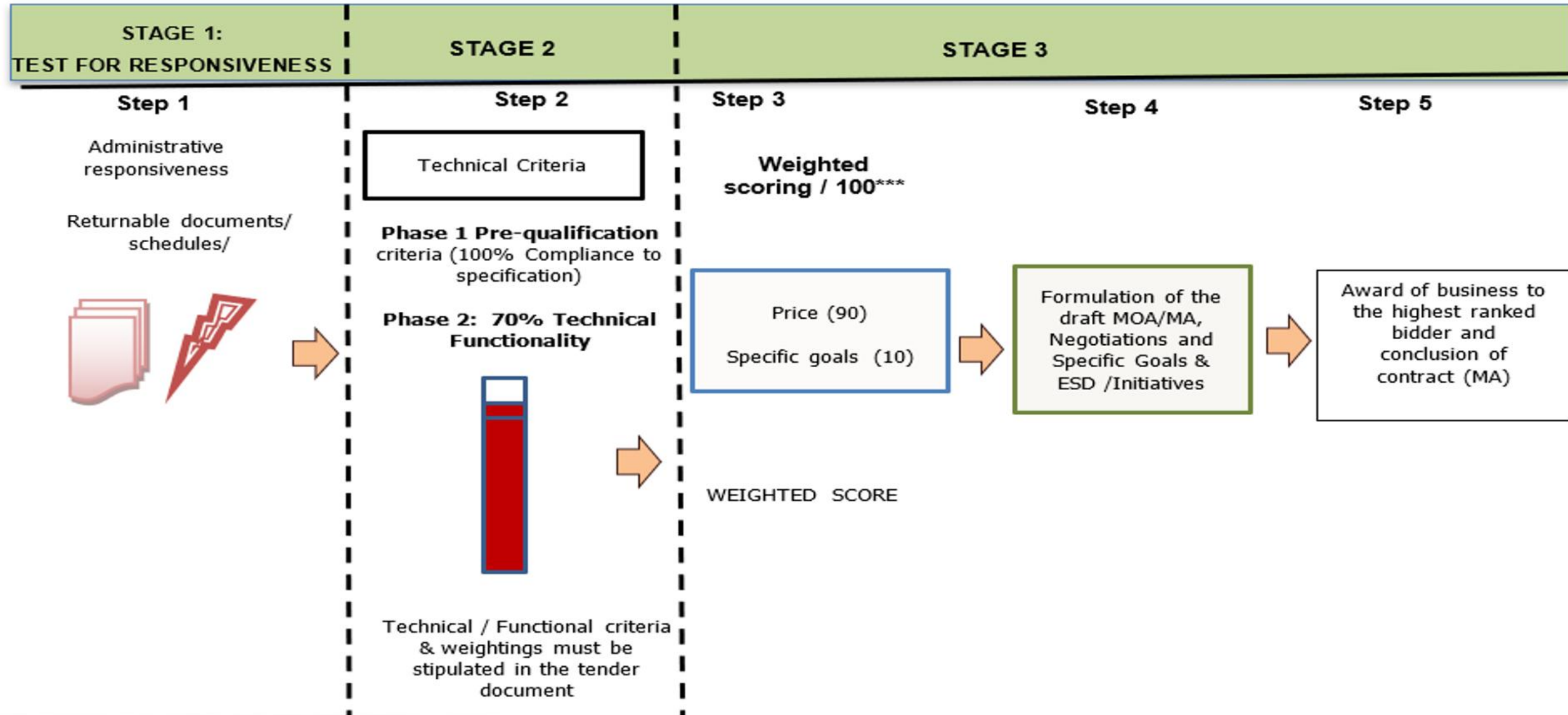
❑Clarifications/Queries

- To be directed to: **Nondumiso Xotyeni**, Nondumiso.Xotyeni@transnet.net
- Cut-off time and date: **17 July 2026 at 16:00 pm**

TENDERING PROCEDURE Cont's...

❑ **Tender validity : 180 business days from closing date.** Tenderers are to note that they may be requested to extend the validity period of their tender, at the same terms and conditions, if the internal evaluation process has not been finalized within the validity period.

EVALUATION PROCEDURE



EVALUATION PROCEDURE CONT...

RETURABLE DOCUMENTS

Returnable Documents means all the documents, Sections and Annexures, as listed in the tables below. There are three types of returnable documents as indicated below and Respondents are urged to ensure that these documents are returned with their bids based on the consequences of non-submission as indicated below:

Mandatory Returnable Documents	<i>Failure to provide all these Mandatory Returnable Documents at the Closing Date and time of this RFP <u>will</u> result in a Respondent's disqualification.</i>
Returnable Documents Used for Scoring	<i>Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, Bidders will receive an automatic score of zero for the applicable evaluation criterion.</i>
Essential Returnable Documents	<i>Failure to provide essential Returnable Documents <u>will</u> result in Transnet affording Respondents a further opportunity to submit by a set deadline. Should a Respondent thereafter fail to submit the requested documents, this may result in a Respondent's disqualification.</i>

All Returnable Sections, as indicated in the header and footer of the relevant pages, must be signed, stamped and dated by the Respondent.

EVALUATION PROCEDURE CONT...

List of Returnable Schedules (Mandatory)

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]
SECTION 4 : Pricing and Delivery Schedule	
Annexure D: Pricing Schedule Calculator	
Completed and Signed Annexure A: Technical Specification RT_TE_SPC_0113 with all detail completed for the Annexures (Annexures 1 and 2) in the specification.	
Completed and Signed Annexure B: Technical Specification line by line compliance sheet	
Completed technical data sheets for all lubricants tendered, including the results of all tests required to comply with LMOA Gen 7, GM EMD and GE requirements. In addition, physical parameters detailed in Annexure No. 1 shall be submitted for each oil offered.	
Formulation data showing the composition of the candidate lubricant, regarding both the specific base stocks (crude source and refinery, etc.) and additive treatment (concentration, generic chemical description of each component, manufacturer).	
Letter or certificate of compliance or approval from both GE and GM EMD, indicating conformance to their requirements, for each lubricating oil tendered. The results of OEM bench and engine testing should be made available to Transnet on request.	
Test results from a SANAS accredited laboratories, confirming that the product submitted for approval meets all of the stated requirements. Test limits shown are absolute; test precision was considered when setting them.	
Material Safety Data Sheet (MSDS) for each lubricant tendered	
Mixtures of the lubricant approved, and the lubricant currently used shall pass all the requirements of this specification. The incoming supplier shall certify that, when his lubricant is mixed with a lubricant already in use, there shall be no incompatibility or loss in operating performance. Transnet reserves the right to request proof of compatibility, e.g. laboratory tests, etc.	
Total Base Number of the Oil shall be equivalent to 10.5 mg potassium hydroxide per gram of oil (mg KOH/g) when determined by ASTM D2896 methods. In addition, the oil supplier shall also report the TBN value as determined by ASTM D664 test methods.	
The viscosity index of the lubricant shall be determined by ASTM D2270	

EVALUATION PROCEDURE CONT...

List of Returnable Schedules (for Scoring)

<u>RETURNABLE DOCUMENTS USED FOR SCORING</u>	SUBMITTED [Yes or No]
Valid proof of Respondent’s compliance to Specific Goals requirements stipulated in Section 9 of this RFP	
Valid proof of Respondent’s compliance to B-BBEE requirements stipulated in Section 9 of this RFP (Valid B-BBEE certificate or Sworn- Affidavit as per DTIC guidelines)	
B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline	
Section 11 Job Creation Schedule (Bidder to provide written confirmation of the Jobs to be created)	
CIPC Registration Documents	
Signed letter of reference/ completion certificate/ delivery notes on referee letterhead with contactable contact details from different clients indicating previous experience supplying lubricants	
Datasheet showing oils that are currently being used on locomotives and details of the locomotives / or oil supply to other industries	
Proof of logistics capability and delivery management plan containing the following: • Distribution plan throughout the various Transnet depots • Warehouse Plan (levels of stockholding) • Local / Imported Blending Plant	
Valid ISO 9001:2015 Quality Management System Certificate	

EVALUATION PROCEDURE CONT...

List of Returnable Schedules (Essential)

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	SUBMITTED [Yes or No]
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement (if applicable)	
Latest Financial Statements signed by your Accounting Officer or latest Audited Financial Statements for 2 previous years	
Section 1: SBD1 Form	
Section 2: Notice to Bidders	
Section 3: Background, overview, and scope of requirements	
Section 5: Proposal Form and List of Returnable documents	
Section 6: RFP Declaration Certificate of Acquaintance with RFP, Terms & Conditions & Applicable Documents	
Section 7: RFP Declaration and Breach of Law Form	
Section 8: RFP Clarification Request Form	
Section 9: Specific Goals Points Claim Form	
Section 10: Certificate of Attendance of Non-Compulsory RFP Briefing	
Section 11: Job-Creation Schedule	
Section 12: NIPP SBD 5	
Section 13: Protection Of Personal Information	
Price Adjustment Formulae (Escalation Formula)	
Proposed rebate structure on a sliding scale	

TPPP SPECIFIC GOALS & ESD INITIATIVES

TPPP Specific Goals	Points
BBBEE Level 1 or 2 B-BBEE Certificate / Sworn-Affidavit B-BBEE Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guidelines	2
The creation of new jobs	4
Promotion of South African Enterprises	4
Non-Compliant and/or B-BBEE Level 3-8 contributors	0

NIPP

NATIONAL INDUSTRIAL PARTICIPATION PROGRAMME

The department of public enterprise (DPE) has granted Transnet permission to incorporate NIPP obligations for all transactions with an import content above USD 5 million

TRAINING AND SKILLS DEVELOPMENT

TE would expect the bidder to invest in skills development to ensure that there is local capacity in the diesel automotive sector to upskill businesses and increase the supply base. This can be done through skills training and transfer. The Bidder will be expected to provide a detailed plan on how to implement this initiative.

- NOTES:**
- To satisfy the NIPP obligation , the Department of Trade and Industry (DTI) will negotiate and conclude agreements such as investments, joint ventures, sub-contracting, licensee production, export promotion, sourcing arrangements and research and development (R&D) with partners or suppliers.
 - The NIPP obligation agreement is between the DTI and the successful bidder (contractor) and, therefore, does not involve the purchasing institution (TE).
 - The above transformational obligations will not be used for scoring purposes; however, they will form part of the contract.

JOB CREATION AND JOB ABSORPTION

The Government has identified State Owned Enterprise sourcing activities as a key enabler to achieve the National Development Plan (NDP) objective of reducing unemployment from the current baseline of 28% to 6%. In order to give effect to these job creation objectives, Respondents are required to provide the undertaking of the new jobs that will be created (either by them or by the subcontractors) should they be awarded this bid.

SMALL BUSINESS SUPPORT OR PREFERENTIAL PROCUREMENT

The bidder is expected to support business in local communities where TE has presence by procuring from the following entities:

- An EME or QSE which is at least 51% owned by black people;
- An EME or QSE which is at least 51% owned by black people who are youth;
- An EME or QSE which is at least 51% owned by black people who are women;
- An EME or QSE which is at least 51% owned by black people with disabilities;
- An EME or QSE which is 51% owned by black people living in rural or underdeveloped areas or townships;

SCOPE OF WORK



Item No.	Description	Unit Of Measure	Year 1	Year 2	Year 3	Year 4	Year 5
9023860	OIL AUTOMOTIVE;DIESEL,20W-40,TANK,BULK	Litre(s)	1 239 640	1 275 644	1 313 908	1 350 272	1 377 385
9023936	OIL AUTOMOTIVE;DIESEL,SAE 20W40,DRUM	Litre(s)	759 344	783 348	808 856	833 100	851 175
Total Forecasted demand per year			1 998 984	2 058 992	2 122 764	2 183 372	2 228 560

TECHNICAL EVALUATION CRITERIA

PHASE 1: PRE-QUALIFICATION CRITERIA (100% COMPLIANCE TO SPECIFICATION) (THRESHOLD: 100%) ALL SUPPLIERS MUST SCORE 100% FOR PHASE 1 IN ORDER TO MOVE TO PHASE 2.

MEASURE	CRITERIA	QUESTIONS	PORTFOLIO OF EVIDENCE	SCORING METHOD	WEIGHTING
Compliance to the technical specification from the diesel locomotive OEMs	Ability to supply the locomotive OEM approved diesel locomotive engine oils	Can your company supply the locomotive OEMs list of approved diesel locomotive engine oils	*Completed and Signed Technical Specification RT_TE_SPC_0113 with all detail completed for the Annexures (Annexures 1 and 2) in the specification.	Signed Technical Specification indication that the supplier comply line by line with completed Annexures = 10 points No signed or incomplete Technical Specification indication that the supplier comply line by line with Annexures = 0 point	10 = 10% 0 = 0%
Submit Technical Data Sheets	Technical Data Sheets for oil that comply to specification RT_TE_SPC_0113.	Can the supplier supply the relevant data sheets	The lubricant supplier shall submit complete technical data sheets for all lubricants tendered, including the results of all tests required to comply with LMOA Gen 7, GM EMD and GE requirements. In addition, physical parameters detailed in Annexure No. 1 shall be submitted for each oil offered.	Submit complete Technical Data Sheets that comply with specification RT_TE_SPC_0113 = 10 points Submit incomplete non-compliant or NO Technical Datasheets = 0 point	10 = 10% 0 = 0%
Submit Lubricant Formulation Data	Lubricant formulations data that is used to make up the oil in compliance with the technical specification RT_TE_SPC_0113, Gen 7 LMOA approved oil for Transnet locomotives.	Can the supplier supply the Lubricant formulations data	The supplier shall submit formulation data showing the composition of the candidate lubricant, regarding both the specific base stocks (crude source and refinery, etc.) and additive treatment (concentration, generic chemical description of each component, manufacturer).	Submit complete Lubricant Formulation Data = 10 points Submit incomplete or NO Lubricant Formulation Data = 0 point	10 = 10% 0 = 0%
Submit locomotive OEMs Approved Certificates/ Letters	Locomotive OEMs Certificates/Letters that the oil offered is suitable for the fleet of locomotives mentioned in RT_TE_SPC_0113	Can the supplier supply the locomotive OEMs Certificates/Letters	The lubricant supplier shall submit a letter or certificate of compliance or approval from both GE and GM EMD, indicating conformance to their requirements, for each lubricating oil tendered. The results of OEM bench and engine testing should be made available to Transnet on request.	Submit Locomotive OEMs certificates/ letters = 10 points Submit NO Lubricant Locomotive OEMs certificates/ letters = 0 point	10 = 10% 0 = 0%
Submit Laboratory Test Certificates	Laboratory Test Certificates for the oil approved by the locomotive OEM for the fleet mentioned in RT_TE_SPC_0113	Can the supplier supply the Laboratory Test Certificates	The lubricant supplier shall submit test results from a SANAS accredited laboratories, confirming that the product submitted for approval meets all of the stated requirements. Test limits shown are absolute; test precision was considered when setting them.	Submit Laboratory test certificates = 10 points Submit NO Laboratory test certificates = 0 point	10 = 10% 0 = 0%
Submit Material Safety Data Sheets	Material Safety Data Sheets for the oil offered	Can the supplier supply the Material Safety Data Sheets	The supplier shall submit a Material Safety Data Sheet (MSDS) for each lubricant tendered	Submit Material Data Safety Sheets = 10 points Submit NO Material Data Safety Sheets = 0 point	10 = 10% 0 = 0%
Submit Chemical properties	Chemical properties for the oil offered as per section 6.7 of document RT_TE_SPC_0113	Can the supplier supply the Chemical properties	Compliance with the Chemical lubricant properties as per Technical Specification	Compliance with Chemical Lubricant properties = 10 points Non-compliance with Chemical Lubricant properties = 0 point	10 = 10% 0 = 0%
Submit Lubricant Compatibility	Lubricant Compatibility as per section 6.8 of document RT_TE_SPC_0113	Can the supplier supply the Lubricant Compatibility	Mixtures of the lubricant approved, and the lubricant currently used shall pass all the requirements of this specification. The incoming supplier shall certify that, when his lubricant is mixed with a lubricant already in use, there shall be no incompatibility or loss in operating performance. Transnet reserves the right to request proof of compatibility, e.g. laboratory tests, etc.	Submit proof of Lubricant Compatibility = 10 points Submit NO proof of Lubricant Compatibility = 0 point	10 = 10% 0 = 0%
Submit Total Base Number	Total Base Number should be 10.5 mg potassium hydroxide per gram of oil (mg KOH/g) as per section 6.11 of document RT_TE_SPC_0113	Can the supplier supply the Total Base Number	The Total Base Number of the Oil shall be equivalent to 10.5 mg potassium hydroxide per gram of oil (mg KOH/g) when determined by ASTM D2896 methods. In addition, the oil supplier shall also report the TBN value as determined by ASTM D664 test methods.	Submit the TBN of the oil offered = 10 points Submit NO TBN of the oil offered = 0 point	10 = 10% 0 = 0%
Submit Viscosity Index	Viscosity Index to be supplied for oil as per section 6.12 of document RT_TE_SPC_0113	Can the supplier supply the Viscosity Index	The viscosity index of the lubricant shall be determined by ASTM D2270	Submit Viscosity index = 10 points Submit NO Viscosity index = 0 point	10 = 10% 0 = 0%

100%

TECHNICAL EVALUATION CRITERIA CONT....

PHASE 2: TECHNICAL FUNCTIONALITY (THRESHOLD: 70%)						
MEASURE	CRITERIA	QUESTIONS	PORTFOLIO OF EVIDENCE	SCORING METHOD	WEIGHTING	
Previous experience	Previous experience related to supplying of lubricants locomotives or industrial applications. Indicate your current supply of lubricants	Has your company supplied lubricants for use on locomotives or in the industrial market (SOE/Manufacturing Plant/Factories)?	Bidder to provide a signed letter of reference/completion certificate/delivery note on referee letterhead with contactable contact details from different clients indicating previous experience supplying lubricants	Three or more Reference/Completion Certificates = 3 points Two Reference/Completion Certificates = 2 points One Reference/Completion Certificate = 1 point No similar work = 0 points	3 = 50% 2 = 25% 1 = 10% 0 = 0%	50%
		Has your company supplied lubricants that are currently being used on locomotive fleets?	Bidder to provide datasheet showing oils that are currently being used on locomotives and details of the locomotive/ or oil supply to other industries	Datasheet of oils application with delivery Qty and Zar value = 3 points No datasheets supplied = 0 points	3 = 17% 0 = 0%	17%
Procurement and Logistics Capability	Will have proven capability to procure and manage countrywide on-time delivery. Evidence of similar quantities delivered.	Will have proven capability to procure and manage the logistics to deliver to Transnet depots countrywide	Proof of logistics capability and delivery management plan containing the following: •Distribution plan throughout the various Transnet depots •Warehouse Plan (levels of stockholding) •Local/ Imported Blending Plant	Submitted proof of logistics capability and delivery management plan= 3 points None submitted = 0 points	3 =17% 0 = 0%	17%
Quality Management System	Have ISO rating: The Contractor and its Sub-Contractors has ISO rating 9001: 2015 as a basis for their Quality Management System or the latest version if applicable.	Have ISO rating: The Contractor has ISO rating 9001: 2015 as a basis for their Quality Management System or the latest version if applicable.	Quality management system: ISO certification 9001:2015.	Submitted valid ISO 9001:2015 certificate = 3 points No ISO 9001/2015 certificate submitted = 0 points	3 = 16% 0 = 0%	16%

Thank you