



NOTICE TO TENDERERS NO: 1

22 June 2026

TENDER NUMBER: 259P/2025/26

**DESCRIPTION: CALL FOR PROPOSALS FOR THE SALE AND DEVELOPMENT OF VARIOUS ERVEN, (UNREGISTERED PORTIONS OF REMAINDER ERF 6739) WESFLEUR, SITUATED BETWEEN OVERBERG CRESCENT AND SAMSON ROAD, BEACON HILL
CLOSING DATE OF TENDER: 29 July 2026**

BOX NUMBER: 212

Dear Sir/Madam

RESPONSE TO REQUEST FOR CLARIFICATION RECEIVED FROM A TENDERER

The following request for clarification has been received from a prospective tenderer in respect of the above-mentioned tender:

Request for Clarification no.1:

What is the main goal of the development?

The response from the City of Cape Town ('City') is as follows:

The City is releasing this land parcel for the purposes of a mixed-income and/or mixed-use development. The aim is to ensure that tenderers provide a development that provides a wide range of typologies and income bands. Tenderers are encouraged to submit offers at less than market value to achieve viability as long as it supports affordability and is properly justified in the proposal's financial feasibility model.

Request for Clarification no.2:

How is the tender evaluated?

The response from the City of Cape Town ('City') is as follows:

The evaluation happens in three stages. The first stage is eligibility; the second stage is functionality, and the third stage will consider price and preference points.

In the eligibility stage, tenderers must satisfy the mandatory SCM compliance requirement and demonstrate that they have the financial capacity to deliver the project. Tenderers must be guided by the contents of the tender specifications on the documentation that will be acceptable to the City. The evidence of financial capability must align with the total development cost as reflected in the tenderers financial feasibility model and must be clearly verifiable. If a tenderer fails the eligibility requirements, they are deemed nonresponsive and do not move on to the functionality stage.

At functionality stage, tenderers must achieve at least 70 points in the functionality assessment to be considered responsive in the evaluation process.

Tenderers who are declared responsive at functionality stage will be assessed for price and preference. The highest scoring tenderer will be recommended for award as a winner and the second highest tenderer will be recommended as a standby.

Request for Clarification no.3:

What is assessed in the functionality stage?

The response from the City of Cape Town ('City') is as follows:

CIVIC CENTRE IZIKO LOLUNTU BURGERSENTRUM
12 HERTZOG BOULEVARD CAPE TOWN 8001 P O BOX 655 CAPE TOWN 8000
www.capetown.gov.za

In the functionality stage, the proposal is assessed based on the organisational profile, the design concept plan and the financial feasibility model. It is important to not only focus on the functionality table, but also the expansion under it in order for the tenderer to submit a quality proposal.

Request for Clarification no.4:

Are tenderers allowed to phase the development?

The response from the City of Cape Town ('City') is as follows:

Tenderers can propose a phased development. However, they must clearly show how each phase will be funded, what will be built in each phase, and how long each phase will take. The financial model must reflect this structure clearly.

Request for Clarification no.5:

Can the development include higher-income housing?

The response from the City of Cape Town ('City') is as follows:

Tenderers can include housing opportunities outside the FSC definition of affordable housing income bands if they can demonstrate that this helps subsidise affordability. However, the City's priority remains affordable housing.

Request for Clarification no.12:

What is the key takeaway from the session?

The response from the City of Cape Town ('City') is as follows:

The key takeaway is that financial credibility is the most important requirement. Even with a strong design, a proposal will fail if funding is not properly demonstrated. A realistic, phased, and well-funded development plan is essential for success.

Yours faithfully,

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For: Adiel Bloew
Director: Supply Chain Management

WRITTEN ACKNOWLEDGEMENT OF RECEIPT

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CITY OF CAPE TOWN

BOX NUMBER: 212

for

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CLOSING DATE OF TENDER: 29 July 2026

Kindly acknowledge receipt of this Addendum by e-mailing this to JacquesFredlin.VanWyk@capetown.gov.za.

We acknowledge receipt of the above Addendum and confirm that any tender we submit will take account of the instructions detailed therein.

Signature..... **Date**.....

Legal and full name of tendering entity:

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