SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER

RFQ GSM053/2026

Request for Quotation for Valuation of Rotables

G.1 Written Quote Form

RFQ NUMBER: GSM053/2026

ISSUE DATE: 28 July 2026

CLOSING DATE: 05 August 2026 @ 16:00pm.

VALIDITY OF RFQ: 180 days

RFQ DOCUMENTS TO BE EMAILED TO: Tenders@flysaa.com **–** The maximum size of documents that can be sent via the email box at once is 2MB. If your files exceed this size, please send them in parts or provide a downloadable link. Note that South African Airways will not be responsible for links that are corrupt and cannot be opened.

Vendors must submit quotations before the specified closing date and time. If the quotation is late, it will not be considered.

South African Airways requests your quotation for the goods and/or services listed on the attached form. Please include all requested information and submit your quote by the specified deadline. Late or incomplete submissions will invalidate the quote, and the bidder will be automatically disqualified.

SUPPLIER INFORMATION:

NAME OF VENDOR:

………………………………………………………………………………………………………

POSTAL ADDRESS:

………………………………………………………………………………………………………

TELEPHONE NO.:

………………………………………………………………………………………………………

CELL NO:

………………………………………………………………………………………………………

E MAIL ADDRESS:

………………………………………………………………………………………………………

CONTACT PERSON:

………………………………………………………………………………………………………

This RFQ will be evaluated according to Evaluation Methodology. Bidders must meet all Administrative, Substantive, Technical, and financial requirements to be considered among the preferred bidders to be awarded the contract.

Required Documentation to be attached.

1. **SAA Vendor Document. Refer to Annexure 1**
2. **SBD 4 Document. Refer to Annexure 2**
3. **General Conditions of Contract. Refer to Annexure 3**

CONDITIONS

- All goods or services purchased will be subject to the SAA General Conditions of Contract. A copy of the said conditions is available from the local Procurement office.

- The Vendor is responsible for ensuring that SAA has a valid Original Tax Clearance Certificate. The onus, therefore, rests on the vendor to ensure SAA receives a valid Tax Clearance Certificate as soon as the certificate's validity expires. Where SAA does not have a valid Tax Clearance Certificate, an Original Tax Clearance Certificate must be submitted with this RFQ. Failure to do so may invalidate the quote submitted in terms of the RFQ.

- All purchases will be made through an official purchase order. Therefore, no goods or services must be delivered before receiving an official order/contract.

- I certify that the information supplied is correct, that I have read and understood the SAA General Conditions of Contract, and that I accept the SAA General Conditions of Contract.

- I further certify that all the required information has been furnished, and the relevant forms have been completed and are herewith submitted as part of the bid.

SIGNATURE OF VENDOR: ___________________________

CAPACITY: ______________________________

RFQ NUMBER GSM053/2026

SAA Business Unit: Global Supply Management

1. BACKGROUND

1.1. Service providers are requested to provide prices with their quotation to SAA for all the services to be provided as per the specifications. Service providers are expected to submit a cost that is fair and reasonable.

1.2. SAA has the right to negotiate with a prospective Service Provider regarding any proposed contract terms and conditions, including price(s).

2. SCOPE OF WORK

The purpose of this engagement is to appoint a suitably qualified valuer in aircraft rotables and aviation asset valuation to perform a comprehensive valuation of rotables, in line with the company's accounting policy to recognise rotables as Property, Plant and Equipment (PPE) under IAS 16.

Rotables are currently measured using a WACC-based approach.

The business requires:

- Transition to IAS 16 compliant recognition and measurement
- Establishment of a valuation methodology aligned to PPE requirements
- A detailed valuation report.
- Asset-level valuation schedules.
- Recommended useful lives and residual values.
-

The Scope Includes:

1. **Technical Assessment of Rotables**

- Evaluate condition, serviceability, overhaul status, and remaining useful life
- Assess consumption patterns (cycles, hours, repairs)

2. **IAS 16 Valuation Approach**

- Develop and recommend an appropriate measurement basis under IAS 16, including:
  - Initial recognition at cost (where determinable)
  - Subsequent measurement using cost model or revaluation model
- Where observable market prices are not available, apply appropriate valuation techniques (e.g., depreciated replacement cost) to estimate fair value, in line with IFRS 13.

3. **Componentisation & Asset Structuring**

- Assess whether rotables should be treated as:
  - Individual assets; or
  - Components of larger aircraft assets
- Define asset classes and depreciation methodologies

4. **Data Analysis and Reconciliation**

- Reconcile engineering records and physical inventory

• Identify unrecorded assets and completeness gaps **5. Accounting & Financial Reporting** • Provide guidance on: — Recognition criteria under IAS 16 and IAS Inventories — Useful lives and residual values — Depreciation approaches • Support preparation of audit-ready working papers

3. EVALUATION METHODOLOGY

Administrative Responsiveness **Step 1**	**Substantive Responsiveness** **Step 2**	**Technical Functionality Evaluation** **Step 3**	**Evaluation of Price and Specific Goals** **Step 4**	**Business Award and conclusion of contract** **Step 5**
Evaluation of returnable documents per tender requirements	*Evaluation of Mandatory (Substantive) Returnable Documents i.e*	The minimum threshold for technical functionality is 70%. Bidders must meet this minimum requirement to proceed to the next stage of evaluation.	Price [Proposed Hourly & Daily resource rate Structure] (80) & Specific Goals (20)	*Post-tender negotiations (if applicable) are held at this stage before the LOA is issued to the preferred supplier.*

Note: The evaluation of the various stages will generally occur sequentially. However, to speed up the process, South African Airways may choose to conduct different steps of the evaluation in parallel. In such cases, evaluating bidders at any stage should not be taken as an indication that they have passed previous stages.

3.1 EVALUATION PROCESS

3.1.1 COMPLIANCE WITH MINIMUM REQUIREMENTS

All quotations duly lodged will be examined to determine compliance with bidding requirements and conditions. Quotations with apparent deviations from the requirements/conditions will be eliminated from further adjudication.

3.1.2 EVALUATION OF QUOTATION

The contract shall be awarded at SAA's sole and absolute discretion. SAA hereby states that it is not compelled to award this quotation to any bidder. SAA has the right to withdraw this quotation at any time from the date of issuance. SAA is not obligated to accept the lowest quotation, offer, or proposal.

SAA shall not be required to accept the lowest quotation, offer, or proposal.

All quotations will be evaluated according to the criteria, weightings, and threshold scores as indicated in 3.2 below:

3.2 ADMINISTRATIVE AND SUBSTANTIVE EVALUATION

The criteria and weights referred to in paragraph 3.1 above are as follows:

3.2.1 ADMINISTRATIVE REQUIREMENTS

This evaluation stage will confirm whether all Returnable Documents [where applicable] were completed and returned by the closing date and time. At this evaluation stage, SAA will also verify if the Bid document has been duly signed by the authorised respondent, and the validity of all returnable documents will be verified.

3.2.2 SUBSTANTIVE REQUIREMENTS

This evaluation stage will confirm if the following requirements have been met:

Mandatory Returnable Documents – Phase 1

Bidders must fully comply (100% compliance) with the statements of compliance below by either selecting "Yes" or "No" with supporting evidence to qualify their statements of compliance. Failure to do so will result in bid disqualification. Bidders should also note that if they select "No," South African Airways will interpret the bidder as non-compliant, leading to bid disqualification.

None Weighted, mandatory requirements must be met for the bid to qualify for further evaluation. Proof of the information below needs to be provided. A bidder who fails to meet this requirement will be disqualified.	**Comply (Make sure that you attach proof)**	
	YES	NO
The service provider shall ensure compliance with data protection regulations in respect of Personal Data and company data with particular regard to: • its collection and use; • its safeguarding; • any transfer to third parties; • its retention; and • The protection of Data Subjects' rights. The Parties shall have proper notification and response procedures for any Personal Data breach. Bidders are required to provide a formal undertaking confirming compliance with all applicable data protection regulations. This undertaking must be presented on the bidder's official letterhead		

All bidders who do not submit all the required returnable documents (Critical Criteria) will be disqualified from further evaluation.

3.3 Technical Functional Questionnaire/Evaluation (Minimum Threshold = 70%) – Phase 02

<table>
<tr><th>Evaluation Criteria</th><th>Weight %</th></tr>
<tr><td>Project delivery plan and resourcing – Bidders must provide a detailed project plan indicating the time required to onboard South African Airways (SAA) following contract award. The timeline must be presented in a table format.

• 0-4 Weeks = 20 points
• 4-5 Weeks = 15 points
• 5-6 Weeks = 10 points
• More than 6 weeks = 0 points</td><td>20</td></tr>
<tr><td>Proven experience in aircraft rotables / aviation asset valuation – The bidder must demonstrate experience in aircraft rotables / aviation asset valuation within the last five (5) years

• List of 3 clients testimonial letters provided = 20 points
• List of 2 clients testimonial letters provided = 15 points
• List of 1 client testimonial letters provided = 10 points
• List of 0 clients testimonial letters provided = 0 points

The information provided must be supported by 3 testimonial letters on the client's letterhead with contactable details (e.g. telephone, cell phone, email etc.) of previous clients testifying satisfactory service delivery on the matters cited.</td><td>20</td></tr>
<tr><td>Qualifications and Experience of Valuation Personnel

The bidder must nominate a suitably qualified and experienced Lead Valuer in aircraft rotables and aviation asset valuation, together with any supporting valuation personnel assigned to the engagement. The proposed resources must demonstrate the necessary academic qualifications, professional accreditations, industry affiliations, and relevant experience in the valuation of aircraft rotables, aviation assets, aircraft components, engines, landing gear, APUs, avionics, or comparable asset classes.

Bidders must submit:

• Detailed CV(s) of the Lead Valuer and supporting valuation personnel.
• Copies of academic qualifications.
• Copies of professional certifications and memberships.
• Proof of affiliation to recognised professional valuation or accounting bodies.
• Evidence of aircraft rotables or aviation asset valuation assignments undertaken.
• Client reference letters and/or completion certificates for similar projects.

<table>
<tr><th>Score</th><th>Rating</th><th>Description</th></tr>
<tr><td>20 points</td><td>Excellent</td><td>Lead Valuer possesses highly relevant qualifications, recognised professional certifications, and memberships with recognised valuation bodies. Extensive experience in aircraft rotables and aviation asset valuation is demonstrated through</td></tr>
</table>
</td><td>20</td></tr>
</table>

		multiple comparable projects supported by strong references and evidence.
15 points	Good	Lead Valuer possesses appropriate qualifications, professional certifications, and substantial aviation valuation experience. Relevant project experience and supporting evidence are provided with only minor gaps.
10 points	Acceptable	Lead Valuer possesses relevant qualifications and demonstrates adequate valuation experience. Evidence provided is sufficient to meet the requirement, although experience or supporting documentation may be limited in scope.
5 points	Poor	Limited experience in aviation asset valuation demonstrated. Qualifications and certifications partially meet requirements, but significant gaps exist in experience or supporting evidence.
2 points	Very Poor	Minimal relevant qualifications or experience provided. Limited evidence of competence in aviation asset valuation.
0 points	Unacceptable	No qualifications, certifications, memberships, or relevant experience provided, or submission does not meet the minimum requirements.

The bidder must demonstrate a comprehensive and auditable methodology for valuing and accounting for rotables assets in accordance with IAS 16 and other applicable IFRS Standards.

Evaluation Area	Evidence Required
Valuation Methodology	Detailed methodology describing asset recognition, measurement, valuation techniques, useful life determination, residual value assessment, and application of IAS 16 requirements.
Fair Value / Replacement Cost Determination	Documented approach for establishing fair value, replacement cost, market-based valuation inputs, and assumptions used.
Useful Life and Residual Value Methodology	Framework for estimating and periodically reviewing useful lives and residual values of rotables.
Componentisation and Depreciation	Methodology for identifying significant components, depreciation approaches, and treatment of major inspections or overhauls.
Asset Structuring Approach	Proposed structure of rotables within the asset register, including asset hierarchy, pooling versus individual asset treatment, and tracking methodology.
Rotable Cycle Management	Accounting treatment for repair, overhaul, exchange, and return-to-service events throughout the asset lifecycle.
Capitalisation and Expense Recognition	Clear distinction between repairs and maintenance expenses versus capitalisable expenditure.

40

IAS 16 / IFRS Compliance	Demonstration of alignment with IAS 16 and other relevant IFRS standards, supported by examples or references.	

Score	Description
40 points	Comprehensive, well-documented methodology fully aligned to IAS 16 and IFRS, with clear treatment of valuation, componentisation, asset structuring, depreciation, and rotables lifecycle events.
30 points	Methodology addresses all key requirements with minor gaps or limited supporting detail.
20 points	Methodology adequately addresses most requirements but lacks depth or clarity in certain areas.
10 points	Partial methodology provided with significant gaps in valuation or accounting treatment.
5 points	Limited methodology provided with substantial deficiencies.
0 points	No methodology provided or methodology does not demonstrate IAS 16 compliance.

Total	**100%**
Threshold	**70%**

Bidders must note that the minimum qualifying score for functional evaluation is 70%. All tenders that do not comply with all the Mandatory Requirements for Demonstration of the proposed system and that fail to achieve the minimum qualifying score of 70% shall not be considered for further evaluation against Price and B-BBEE.

<u>Phase 4 – Pricing and Specific Goals assessment</u>

All bid submissions that meet the Administrative, Substantive (Mandatory), and technical requirements (minimum threshold of 70%) and have confirmed their commitment to SAA's commission structure will be further evaluated under Specific Goals (20 points) to determine if they meet the preferential procurement objectives outlined for this tender.

These specific goals have been set as follows:

Selected Specific Goal	**Number of points allocated (20)**
B-BBEE Level 1 and 2 (Non-Compliant and/or B-BBEE Level 3-8 contributors = 0)	10
Bidders that are 30% or more, black women owned	10
Total Points for Specific Goals	**20**

Bidders should be aware that preference points will be awarded to those who provide evidence according to the table below:

Specific Goals	Acceptable Evidence
B-BBEE	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC (Department of Trade, Industry and Competition) guideline
% Black Owned	B-BBEE Certificate / Sworn-Affidavit / CIPC Certificate

4. STANDARD CONDITIONS FOR REQUEST FOR QUOTATION

Conditions:

4.1 All prices provided must be exclusive of Value Added Tax (VAT).

4.2 All goods/services purchased will be subject to the SAA Conditions of Contract and Order, which are available upon request.

4.3 All prices submitted must be firm. “Firm” prices are deemed fixed and are only subject to the following statutory changes: VAT.

4.4 Service, pricing, and availability will be taken into consideration.

4.5 Pricing should be given based on an individual component that would make up the solution, based on technical and functional requirements.

THE FOLLOWING MUST ACCOMPANY YOUR QUOTE

☐ SAA Vendor application and supporting documents. Refer to Annexure 1.

☐ SBD 4 Document. Refer to Annexure 2.

☐ General Conditions of Contract. Refer to Annexure 3

IF NOT QUOTING, INDICATE SO AND RETURN EMAIL TO THE RELEVANT PROCUREMENT OFFICIAL