

Issued: 3 April 2018

Response Submission Date: 11 May 2018

TENDER NO: DHA06-2018

The Republic of South Africa

Department of Home Affairs

**REQUEST FOR PRE-QUALIFICATION FOR THE REDEVELOPMENT OF SIX (6)
PORTS OF ENTRY THROUGH A PUBLIC PRIVATE PARTNERSHIP**

***PART B – QUALIFICATION CRITERIA AND RESPONSE FORMS
VOLUME 1: QUALIFICATION CRITERIA***



home affairs

Department:
Home Affairs
REPUBLIC OF SOUTH AFRICA

LIST OF DOCUMENTS COMPRISING THE RFQ

| No. | Document | Description |
|---|---------------------------------|---|
| <u>PART A: GENERAL INFORMATION, REQUIREMENTS AND RULES</u> | | |
| 1. | <u>Part A – Volume 1</u> | <u>Project Information</u> |
| | Part A – Volume 1: Schedule A | Treasury Approval I |
| <u>PART B: QUALIFICATION CRITERIA AND RESPONSE FORMS</u> | | |
| 2. | <u>Part B – Volume 1</u> | <u>Qualification Criteria</u> |
| 3. | <u>Part B – Volume 2</u> | <u>Response Forms</u> |
| | Part B – Volume 2: Schedule A | Form of Response |
| | Part B – Volume 2: Schedule B | Declaration of Respondent |
| | Part B – Volume 2: Schedule C | Letter of Intent |
| | Part B – Volume 2: Schedule D | Confidentiality Undertaking |
| | Part B – Volume 2: Schedule E | Declaration of Interest Litigation and Past Supply Chain Practises Form |
| | Part B – Volume 2: Schedule F | SBD 4 – Declaration of Interest |
| | Part B – Volume 2: Schedule G | SBD 8 – Respondent’s Past Supply Chain Management Practices |
| | Part B – Volume 2: Schedule H | SBD 9 – Certificate of Independent Bid Determination |
| <u>PART C: SCORING AND RANKING OF COMPLIANT RESPONSES</u> | | |

TABLE OF CONTENTS

| | | |
|----|---|----|
| 1. | THE PURPOSE OF THIS VOLUME 1 (<i>QUALIFICATION CRITERIA</i>) OF PART B (<i>QUALIFICATION CRITERIA AND RESPONSE FORMS</i>) OF THE RFQ..... | 4 |
| 2. | NOTES FOR COMPLETING VOLUME 2 (<i>RESPONSE FORMS</i>) OF PART B (<i>QUALIFICATION CRITERIA AND RESPONSE FORMS</i>) OF THE RFQ..... | 5 |
| 3. | LEGAL QUALIFICATION CRITERIA - RESPONDENT INFORMATION AND STRUCTURE | 5 |
| 4. | TECHNICAL DELIVERABILITY CRITERIA | 9 |
| 5. | BROADBAND CONNECTIVITY CRITERIA..... | 18 |
| 6. | FINANCIAL CRITERIA..... | 22 |
| 7. | PROJECT AWARENESS..... | 25 |
| 8. | ECONOMIC DEVELOPMENT CRITERIA | 29 |

VOLUME 1 OF PART B: QUALIFICATION CRITERIA

1. THE PURPOSE OF THIS VOLUME 1 (QUALIFICATION CRITERIA) OF PART B (QUALIFICATION CRITERIA AND RESPONSE FORMS) OF THE RFQ

- 1.1 The purpose of this Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ is to set out the qualification requirements that a Respondent needs to comply with in order to be considered a Compliant Respondent under the Project.
- 1.2 This Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ is also intended to enable the Respondents, who are interested in the opportunity described in the RFQ, to provide the Department with sufficient information to assess their capability and suitability to be selected as Pre-qualified Bidders, who will be invited to submit Proposals.
- 1.3 The requirements have been structured as follows:
- 1.3.1 Legal Qualification Criteria - Respondent Information and Structure, included in section 3 of this Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ below;
- 1.3.2 Technical Deliverability Criteria, included in section 4 of this Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ below;
- 1.3.3 Broadband Connectivity Criteria included in section 5 of this Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ below
- 1.3.4 Financial Criteria, included in section 6 of this Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ below;
- 1.3.5 Project Awareness included in section 7 of this Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ below; and
- 1.3.6 Economic Development Criteria included in section 8 of this Volume 1

(*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ below.

2. NOTES FOR COMPLETING VOLUME 2 (*RESPONSE FORMS*) OF PART B (*QUALIFICATION CRITERIA AND RESPONSE FORMS*) OF THE RFQ

- 2.1 It is anticipated that the Bid Response will be submitted by consortia. The Qualification Criteria may relate to one or more organisations and care should be taken to ensure that each Member or other relevant party provides a completed response and supporting information, where called upon to do so.
- 2.2 Respondents are required to use the forms provided in Volume 2 (*Response Forms*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ for purposes of responding to the requirements contained in this Volume 1 (*Qualification Criteria*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ.
- 2.3 To the extent that some of the information sought and responded to by each Respondent and its Members constitute its/their views and opinions on certain issues, the Department is under no obligation to accommodate any such views and/or opinions at any later stage(s) of the procurement process, but reserves the right to hold the Respondent and/ or the relevant Member to such information provided by the Respondent and/or its Members.

3. LEGAL QUALIFICATION CRITERIA - RESPONDENT INFORMATION AND STRUCTURE

3.1 Respondent Information and Structure Criterion 1: Respondent Details

- 3.1.1 Respondents are required to provide the following information:
- 3.1.1.1 the name of the Respondent;
- 3.1.1.2 the physical address, postal address, email address, and telephone number of the Respondent;
- 3.1.1.3 name and contact details of the contact person for the Respondent for purposes of this RFQ. The contact details are to include the physical address, postal address, e-mail address, and telephone

numbers of that person;

3.1.1.4 name of the Lead Member (organisation) or duly authorised representative of the Respondent, and the physical address, postal address, e-mail address, and telephone number of such Lead Member or duly authorised representative of the Respondent; and

3.1.1.5 name of the person within the Lead Member (individual) who is responsible for the submission of the Response by the Respondent, the name of his employer and designation within such employer, together with such person's physical address, postal address, e-mail address, telephone and cell phone numbers.

3.2 Respondent Information and Structure Criterion 2: Anticipated Respondent Structure

3.2.1 Respondents are required to provide the following information:

3.2.1.1 a list of the names of all the Members in the Respondent as well as the extent of their anticipated holding in the Respondent; and

3.2.1.2 a shareholders' agreement, consortium agreement or founding agreement of the consortium, which should evidence the status of all the Members in the Respondent.

3.2.2 Respondents must provide a diagram setting out the structure anticipated to be adopted by it in respect of its Project at RFP stage, detailing and identifying by name, the:

3.2.2.1 Respondent;

3.2.2.2 Members;

3.2.2.3 Contractors;

3.2.2.4 Key Equipment Suppliers;

3.2.2.5 Advisors; and

3.2.2.6 Black Enterprises to be involved in the Project as Members,

Contractors, Key Equipment Suppliers or Advisors.

3.2.3 To the extent that the Contractors and Key Equipment Suppliers are not Members in the Respondent, the Respondent is required to submit a letter from each Contractor and Key Equipment Supplier indicating their commitment as a Contractor or Key Equipment Supplier of the Respondent for purposes of the Project.

3.3 **Respondent Information and Structure Criterion 3: Member Details**

3.3.1 Respondents are required to provide the following information in respect of each of its Members:

3.3.1.1 the names of the Members, indicating whether or not the entities are incorporated entities, and the date of their legal formation;

3.3.1.2 each Member's physical address, postal address, email address, and telephone number;

3.3.1.3 a brief history and synopsis of the business of the Members;

3.3.1.4 the role and responsibilities of each Contractor within the Respondent; and

3.3.1.5 the shareholders of each of the Members to the extent that such Members are:

3.3.1.5.1 natural persons, the Member must submit a letter indicating (i) names of the natural people who are shareholders and (ii) the extent of their shareholding;

3.3.1.5.2 private equity funds, the private equity fund Member or the general partner of the private equity fund must submit a letter indicating (i) the holders of beneficial interests in the private equity fund and (ii) the extent of the interest held by such holders;

3.3.1.5.3 trusts, a letter from the trustees confirming (i) who the beneficiaries of the trust are and (ii) the extent of the beneficial interest held;

- 3.3.1.5.4 one (1) or more listed companies, then such listed companies should submit a letter indicating (i) that they are listed on the Johannesburg Stock Exchange and (ii) the names and extent of holders of a substantial portion of the securities in the Members;
- 3.3.1.5.5 one (1) or more corporate entities, the Member must submit a letter indicating (i) names of such corporate entities and (ii) the extent of their shareholding.

3.4 **Respondent Information and Structure Criterion 4: Contractor Details**

- 3.4.1 Respondents are required to provide the following information in respect of each of its Contractors:
- 3.4.1.1 the names of the Contractors, indicating whether or not the entities are incorporated entities, and the date of their legal formation;
- 3.4.1.2 each Contractor's physical address, postal address, email address, and telephone number;
- 3.4.1.3 a brief history and synopsis of the business of the Members; and
- 3.4.1.4 the role and responsibilities of each Contractor within the Respondent.

3.5 **Respondent Information and Structure Criterion 5: Key Equipment Suppliers**

- 3.5.1 Respondents are required to provide the following information in respect of each of its Key Equipment Suppliers:
- 3.5.1.1 the names of the Key Equipment Suppliers, indicating whether or not the entities are incorporated entities, and the date of their legal formation;
- 3.5.1.2 each Key Equipment Supplier's physical address, postal address, email address, and telephone number;
- 3.5.1.3 a brief history and synopsis of the business of the Key Equipment

Supplier; and

- 3.5.1.4 the role and responsibilities of each Key Equipment Supplier within the Respondent.

3.6 Respondent Information and Structure Criterion 6: Advisors

- 3.6.1 Respondents are required to provide the following information in respect of each of its Advisors:

3.6.1.1 name and legal status of the organisation, its registration number, date and country of registration/legal formation of each organisation;

3.6.1.2 registered address and website address (if any) of each organisation;

3.6.1.3 street address, postal address, telephone number and telefax numbers and e-mail address of each organisation; and

3.6.2 Please provide details of each Advisors previous experience, focusing on the last three years PPP projects. Projects should be listed in order of decreasing capital value. Projects which are particularly relevant to the scope of this Project should be clearly indicated.

3.6.3 Advisors providing financial advice should clearly indicated their past experience on raising debt on a project finance basis and demonstrate their ability to secure and structure such funding.

3.7 Respondent Information and Structure Criterion 7: Participation of Black Enterprises in the Project

The Department intends to advance the transformation objectives of the Project. Respondents are therefore are required to indicate if any of its Members, Contractors, Key Equipment Suppliers or Advisors are Black Enterprises.

4. TECHNICAL DELIVERABILITY CRITERIA

4.1 The Respondent should potentially have Contractors with a minimum Construction Industry Development Board ("CIDB") designation of GB 8. Respondents with lower CIDB grading's will be considered and evaluated. The

Department does, however reserve the right to disqualify any Respondent who's Contractor who does not have a CIDB grading of GB 8. Each Respondent is to provide the CIDB certificate of the proposed Contractors that comprise of the Respondent.

- 4.2 This is a highly complex and difficult project to deliver. The Respondent will be required to therefore provide evidence that they have the technical experience and capability of delivering a project of this magnitude and complexity.
- 4.3 The Respondent is required to provide evidence of their experience by providing details of previous projects undertaken. Respondents are required to provide details of their proposed team to show that they have the capability and expertise and also provide their understating of the Project
- 4.4 Evidence of this capability will be delivered using the following Technical Deliverability Criteria:
 - 4.4.1 Technical Deliverability Criterion 1: Technical Approach and Understanding;
 - 4.4.2 Technical Deliverability Criterion 2: Technical Experience; and
 - 4.4.3 Technical Deliverability Criterion 3: Technical Team.
- 4.5 Due to the multi-faceted and multi-deliverable nature of this Project, the Respondent will need to provide evidence in the above categories showing that they can also cover the different aspects of this Project.
- 4.6 These aspects are design, construction ("Works") and Operations and Maintenance ("Services"). Each of these aspects will require a vastly different skill set and team and as such, the Respondent will need to indicate their ability and capacity to perform through all these aspects. The sites, their specific requirements and their locations are also crucial as the Respondent will need to consider the logistics of managing the sites and may consider using one or several teams / leads / managers for the different sites.
- 4.7 Should the Respondent use one team / lead / manager for more than one site, the sites may be combined. Should the Respondent intent to use one team / lead / manager for each site, evidence will need to be provided to demonstrate

same.

4.8 The Project essentially covers the full infrastructure development for each site of the Ports of Entry and as such several services will be required in order to ensure a coherent and coordinated

4.8.1 design phase;

4.8.2 construction phase (including the installation of Key Equipment required for an optimum port of entry operation); and

4.8.3 The operation and maintenance phase.

4.9 The table below indicates the services that will be required at a minimum for the Project. This list may not be exhaustive and additional services may be required during the Phase I RFP. The table details the proposed design methodology for each service as well as the base set of regulations to which each service must adhere to.

| Item No. | Service | Design / Intent / Regulation |
|----------|--|---|
| 1. | Architecture and Site Layout | SACAP 6 Stages. SANS 10400, all other relevant SANS standards |
| 2. | Structural Engineering | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 3. | Electrical Building Services. | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 4. | Electronic Building Services | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 5. | Mechanical Building Services Design | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 6. | Electrical Bulk Service: Site Electrical Supply and Distribution | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 7. | Civil: Roads and Infrastructure | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 8. | Civil: Bulk Earthworks | ECSA 6 stages, SANS 10400, all other relevant SANS standards |

| Item No. | Service | Design / Intent / Regulation |
|----------|------------------------------------|--|
| 9. | Civil: Bulk Service: Potable Water | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 10. | Civil: Bulk Service: Sewer | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 11. | Civil: Bulk Service: Stormwater | ECSA 6 stages, SANS 10400, all other relevant SANS standards |
| 12. | Traffic Engineering | SANS, SANRAL and other relevant standards. |
| 13. | Key Equipment | As Per Manufacturer. |
| 14. | Quantity Surveying | SACQSP 6 stages, SANS 10400, all other relevant SANS standards |
| 15. | Town Planning | SACPLAN |
| 16. | Project Management | SACPCMP SANS 10400, all other relevant SANS standards |
| 17. | Environmental Management | SACNASP, EAPASA, ISO 14001 |

4.10 **Technical Deliverability Criterion 1: Technical Approach and Understanding**

4.10.1 This Criterion is required for the following reasons:

4.10.1.1 to allow the Respondent to provide information on how they would design the port of entry, construct the infrastructure and install all the required Key Equipment and operate and maintain the infrastructure at the Ports of Entry. This will need to correspond to a staged design approach, construction and constructability as well as maintenance in general;

4.10.1.2 to allow the Respondent to expand on how they will deal with the difficulties and risks associated with the locations and potential complexities of the Project. This will include the complexities of

maintaining the current Port of Entry operations during construction as well as any potential phased approach required. This will also discuss complexities of potential multiple teams across multiple sites and the logistic thereof. This will include a risk statement highlighting any potential major risks associated with the technical requirements of this Project; and

4.10.1.3 to allow the Respondent to explain how they will align their design installation and maintenance regime with the relevant national standards and generally accepted principles associated with the service. This will need correspond with the South African National Standard ("**SANS**") and other requirements for the services during the phases and sites of the project. The proposed applicable and relevant SANS document numbers and references should be included.

4.10.2 **Demonstration of Compliance with Technical Deliverability Criterion 1: Technical Approach and Understanding**

4.10.2.1 The Respondent will produce an approach and methodology document to demonstrate compliance with Technical Deliverability Criterion 1: Technical Approach and Understanding. The document will discuss the Respondents approach and methodology with respect to the design and construction of the infrastructure at the Ports of Entry, the installation of Key Equipment and the operation and maintenance of the infrastructure at the Ports of Entry.

4.10.2.2 The Respondent should review the scoring matrix in Part C (*Scoring and Ranking of Compliant Responses*) to ensure that they understand how the document will be evaluated and scored.

4.11 **Technical Deliverability Criterion 2: Technical Experience**

This Criterion is required to enable the Respondent to demonstrate their previous experience in delivering the technical requirements and services for the sites. The Respondent will provide evidence of their technical experience on large, complex multi-faceted projects such as this one.

4.12 Demonstration of Compliance with Technical Deliverability Criterion 2: Technical Experience

4.12.1 The Respondent will provide evidence of a number of comparable projects that they have completed in the last 10 years. Comparable projects are defined as the following:

4.12.1.1 projects completed in a remote location, similar to the locations of the proposed Ports of Entry;

4.12.1.2 projects completed of a similar contract value; and

4.12.1.3 projects completed with a similar scope for a multifunctional, multi-service and multi-facetted site.

4.12.2 The Respondent will provide the information on these projects in two separate formats.

4.12.3 The first format will be in the form of a summary table. The projects will be listed in the table and the following minimum information will be provided in the table:

| SUMMARY PROJECT TABLE | | | | | |
|--|---|-------------------------|----------------|--|-----------------------------------|
| DETAILS TO BE PROVIDED IN A TABULAR FORMAT WITH THE REQUIRED INFORMATION BELOW FORMING COLUMNS HEADINGS WITH APPLICABLE PROJECT INFORMATION IN THE TABLES BELOW – SEE PART B VOLUME 2 | | | | | |
| Project Name: | Cost of actual works undertaken (not necessarily project cost) | Completion Year: | Client: | Contact Person and Contact Details: | List of Services Provided: |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

4.12.4 The second format will be in the form of a project data sheet. Each project will be on separate sheet(s) and the following minimum information will be provided in the project sheet. The information must be comprehensive and may contain images and detailed write-ups demonstrating the ability of the Respondent.

| DETAILED PROJECT SHEET INFORMATION REQUIRED | |
|---|--|
| DETAILS TO BE PROVIDED ON ONE DATA SHEET PER PROJECT | |
| Project Name: | |
| Project Location: | |
| Start Date and End Date: | |
| Cost of actual works undertaken (not necessarily project cost): | |
| Project Photos (if available): | |
| Project Overview / Project Plan: | |
| Description of Works undertaken (minimum 200 words): | |
| Full List of Services Provided: | |

4.12.5 Respondents should review the scoring matrix in Part C (*Scoring and Ranking of Compliant Responses*) to ascertain how the number of projects will be evaluated and scored.

4.13 **Technical Deliverability Criterion 3: Technical Team**

This Criterion is required for the following reasons:

4.13.1 to enable the Respondent to provide details of the team that will undertake the management of the design the port of entry, construct the infrastructure and install all the required Key Equipment and operate and maintain the infrastructure at the Ports of Entry. Details will only be required for the high level management team that will be intended for the Project; and

4.13.2 to set out the minimum requirements for each team member and their CV's.

4.14 Demonstration of Compliance with Technical Deliverability Criterion 3: Technical Team

4.14.1 The Respondent will provide a main organogram that shows the overall project management structure and how each team member is placed within the structure.

4.14.2 The organogram will show how the Respondent plans to structure the team and each of the team members for whom a CV is submitted (as below). The designation and name on the CV must correspond with the designation and name on the organogram.

4.14.3 The Respondent will provide a number of additional sub-organograms detailing the proposed structure of each of the specific services.

4.14.4 These additional organograms will show the proposed service line manager taken from the main organogram and will then show the proposed structure of the service below that manager. In this case no names (other than the overall manager) are required, only the structure showing managers / reviewers / engineers / technologists is required.

4.14.5 An organogram for each of the seventeen (17) services mentioned on the table in paragraph 4.9 will be provided.

4.14.6 Curricula Vitae ("CVs") of all proposed high level staff will be provided. CVs will also be provided for the management structure of each of the Services required. CVs must be submitted and be fully aligned with the organograms. CVs must contain at a minimum, the following information:

4.14.6.1 name of the company;

4.14.6.2 name and surname of team member;

4.14.6.3 current skill level and qualification;

4.14.6.4 professional registration certificates with relevant governing bodies; and

4.14.6.5 relevant project/s worked on within the Area / Phase / Service being provided in the last ten (10) years.

4.14.7 Minimum experience and certification levels that are required for the team are as follows:

4.14.7.1 the lead project manager should be registered with SACPCMP have a minimum of ten (10) years relevant experience and must have managed at least two (2) comparable projects;

4.14.7.2 the lead project quantity surveyor should be registered with the SACQSP, have a minimum of ten (10) years relevant experience and have been a project quantity surveyor for at least two (2) comparable projects;

4.14.7.3 for design phase, the:

4.14.7.3.1 project design manager should have a minimum of ten (10) years of relevant experience in project managing projects during the design phase. The project design manager should have an understanding of the architectural, structural and civil engineering required for infrastructure of this nature and should be registered with SACPCMP; and

4.14.7.3.2 service line design managers who will be overseeing each (or multiple) of the services and designs required should be professionally registered with their relevant South African Council for their specific service (SACNASP, EAPASA, SACPLAN, ECSA, SACAP) and have a minimum of ten (10) years of relevant experience and registered with the relevant registering body for a minimum of four (4) years;

4.14.7.3.3 environmental manager who will oversee the environmental services must be registered with EAPASA or SACNASP and have a minimum of ten (10) years of relevant experience;

4.14.7.4 for construction phase (including the installation of Key Equipment), the:

4.14.7.4.1 project construction manager should have a minimum of ten (10) years of relevant experience in project managing projects during the construction phase. They should have an

understanding of the architectural, structural and civil engineering required for infrastructure of this nature. They must be registered with SACPCMP; and

4.14.7.4.2 service line construction managers should have a minimum of ten (10) years of relevant experience and must have an NQF level six (6) or higher. The service line construction manager must have relevant experience in the service line that they are managing;

4.14.7.5 for operations and maintenance, the:

4.14.7.5.1 project maintenance manager should have a minimum of ten (10) years of relevant experience in performing the operations and maintenance of facilities of a comparable size. It is preferable that the project maintenance manager is registered with SACPCMP ; and

4.14.7.5.2 lead site maintenance manager per site should have a minimum of ten (10) years of relevant experience and must be an artisan in performing maintenance tasks and must have experience in managing and performing the operations and maintenance of facilities of a comparable size.

4.14.8 The Respondent should review the scoring matrix in Part C (*Scoring and Ranking of Compliant Responses*) in line with above requirements to ensure full understanding of how the information will be evaluated and scored.

5. BROADBAND CONNECTIVITY CRITERIA

5.1 The table details the proposed design methodology for each service as well as the base set of regulations to which each service must adhere to.

| Item No. | Service | Design / Intent / Regulation |
|----------|--|--|
| 1. | Broadband Technicians to design, plan, install and | Desired Qualification Accreditation A+ Certification, N+ Certification, Security+ |

| | | |
|--|--|---|
| | maintain fiber optic cabling and equipment | Certification, CFOT® - Certified Fiber Optic Technician |
|--|--|---|

5.2 The broadband connectivity requirements are comprised of:

5.2.1 Broadband Connectivity Criterion 1: Technical Experience; and

5.2.2 Broadband Connectivity Criterion 2: Technical Team.

5.3 Broadband Connectivity Criterion 1: Technical Experience

This Criterion is required to enable the Respondent to demonstrate their previous experience in delivering the technical requirements and services for the sites. The Respondent will provide evidence of their technical experience on large, complex multi-faceted projects such as this one.

5.4 Demonstration of Compliance with Broadband Connectivity Criterion 1: Technical Experience

5.4.1 The Respondent will provide evidence of a number of comparable projects that they have completed in the last 10 years. Comparable projects are defined as the following:

5.4.1.1 projects completed in a remote location, similar to the locations of the proposed Ports of Entry;

5.4.1.2 projects completed of a similar contract value; and

5.4.1.3 projects completed with a similar scope for a multifunctional, multi-service and multi-faceted site.

5.4.2 The Respondent will provide the information on these projects in two separate formats.

5.4.2.1 The first format will be in the form of a summary table. The projects will be listed in the table and the following minimum information will be provided in the table:

| SUMMARY TABLE INFORMATION REQUIRED | |
|--|--|
| DETAILS TO BE PROVIDED IN A TABULAR FORMAT WITH THE REQUIRED INFORMATION BELOW FORMING COLUMNS HEADINGS WITH APPLICABLE PROJECT INFORMATION IN THE TABLES BELOW – SEE PART B VOLUME 2 | |
| Project Name: | |
| Cost of actual works undertaken (not necessarily project cost): | |
| Completion Year: | |
| Client: | |
| Contact Person and Contact Details: | |
| Bullet point list of Services Provided: | |

5.4.2.2

The second format will be in the form of a project data sheet. Each project will be on separate sheet(s) and the following minimum information will be provided in the project sheet must be more comprehensive and may contain images and detailed write-ups demonstrating the ability of the Respondent.

| DETAILED PROJECT SHEET INFORMATION REQUIRED | |
|---|--|
| DETAILS TO BE PROVIDED ON ONE DATA SHEET PER PROJECT | |
| Project Name: | |
| Project Location: | |
| Start Date and End Date: | |
| Cost of actual works undertaken (not necessarily project cost): | |
| Project Photos (if available): | |
| Project Overview / Project Plan: | |
| Description of Works undertaken (minimum 200 words): | |
| Full List of Services Provided: | |

5.5 **Broadband Connectivity Criterion 2: Technical Team**

This Criterion is required to enable the Respondent to provide details of the team that will undertake the broadband required. Details will only be required for the high level management team that will be intended for the Project.

5.6 **Demonstration of Compliance with Broadband Connectivity Criterion 2: Technical Team**

5.6.1 The Respondent will provide a main organogram that shows the overall project management structure and how each team member is placed within the structure.

5.6.2 The organogram will show how the Respondent plans to structure the team and each of the team members for whom a CV is submitted (as below). The designation and name on the CV must correspond with the designation and name on the organogram.

5.6.3 The Respondent will provide a number of additional sub-organograms detailing the proposed structure of each of the specific services.

5.6.4 These organograms will show the proposed service line manager taken from the main organogram and will then show the proposed structure of the service below that manager. In this case no names (other than the overall manager) are required, only the structure showing managers / reviewers / engineers / technologists / etc.

5.6.5 Curricula Vitae ("CVs") of all proposed high level staff will be provided. CVs will also be provided for the management structure of each of the services required. CVs must be submitted and be fully aligned with the organograms. CVs must contain at a minimum, the following information:

5.6.5.1 name of the company;

5.6.5.2 name and surname of team member;

5.6.5.3 current skill level and qualification;

- 5.6.5.4 professional registration certificates with relevant governing bodies;
and
- 5.6.5.5 relevant project/s worked on within the Area / Phase / Service being provided in the last ten (10) years.

6. FINANCIAL CRITERIA

6.1 The financial requirements are comprised of:

- 6.1.1 Financial Minimum Essential Requirements, which the Respondents are required to comply with, on a pass/fail basis; and
- 6.1.2 Financial Criteria, which are for scoring purposes.

6.2 Respondents are required to demonstrate compliance with the following Financial Minimum Requirements, on a pass/fail basis:

6.2.1 **Financial Minimum Essential Requirement 1: Audited statutory financial accounts of all the Members of the Respondent**

6.2.1.1 All the Members of the Respondent are required to provide audited statutory financial accounts for the last three (3) financial years that such Members have been in operation.

6.2.1.2 In the event that most recent audited accounts are for a period that ended more than 9 months prior to the Response Submission Date, the relevant Member must submit the most recent unaudited half year financial accounts for the relevant Member.

6.2.1.3 In the event that the most recent audited accounts are for a period that ended more than 18 months prior to the Response Submission Date, the relevant Member must submit the most recent management accounts for a period of 12 months, signed by the chief financial officer or equivalent officer of the relevant Member.

6.2.2 **Financial Minimum Essential Requirement 2: Audited statutory financial accounts of the Guarantor(s)**

6.2.2.1 The Guarantor(s) are required to provide audited statutory financial

accounts of the Guarantor(s) for the last three (3) financial years that such Guarantor has been in operation.

6.2.2.2 In the event that the most recent audited financial accounts are for a period that ended more than 9 months prior to the Response Submission Date, the Guarantor(s) must submit the most recent unaudited half year financial accounts for the Guarantor(s).

6.2.2.3 In the event that the most recent audited statutory accounts are for a period that ended more than 18 months prior to the Response Submission Date, the Guarantor(s) must submit the most recent management accounts covering a period of 12 months, signed by the finance director, chief financial officer or equivalent officer of the Guarantor(s).

6.3 The Financial Criteria requirements are listed below. The Department will score the Respondents to determine compliance with these requirements.

6.3.1 **Financial Criterion 1: Financial Standing of the Respondent as demonstrated by financial reporting information**

6.3.1.1 Respondents will be scored on the basis of their financial standing and ability to finance, demonstrated through:

6.3.1.1.1 any of the Members of the Respondent, individually or collectively and with specific emphasis to the equity portion;

6.3.1.1.2 projects with estimated aggregated project values of or in excess of six billion Rand (ZAR6 000 000 000,00), as demonstrated through the financial information provided in respect of the Minimum Essential Requirements (i.e. financial statements and management account information) relating to the possible combination(s) of the Ports of Entry; and

6.3.1.1.3 a disclosure by Respondent as to the ability to finance six billion Rand (ZAR6 000 000 000,00), debt and equity, is required.

6.3.2 **Financial Criterion 2: Financial Standing of the Guarantor as**

demonstrated by financial reporting information

6.3.2.1 Respondents will be scored on the basis of their financial standing and ability to finance, demonstrated through:

6.3.2.1.1 their Guarantor(s) and with specific emphasis to the equity portion;

6.3.2.1.2 projects with estimated aggregated project values of or in excess of six billion Rand (ZAR6 000 000 000,00), as demonstrated through the financial information provided in respect of the Minimum Essential Requirements (i.e. financial statements and management account information) relating to the possible combination(s) of the Ports of Entry.

6.3.2.1.3 a disclosure by Respondent as to the ability to finance six billion Rand (ZAR6 000 000 000,00), debt and equity, is required.

6.3.3 Financial Criterion 3: History of completing and raising capital (Debt and Equity) for similar transactions

6.3.3.1 Respondents through any of its Members will be scored on their history of successfully completed transactions and capital raising (Debt and Equity) of similar financial size (as per Financial Criteria 1 (*Financial Standing of the Respondent as demonstrated by financial reporting information*) and 2 (*Financial Standing of the Guarantor as demonstrated by financial reporting information*)), nature and complexity to the Project within the last five (5) years. This will also incorporate Respondents through any of its Members being scored on their history of having provided security and/or guarantee packages for similar transactions.

6.3.3.2 Capital raised on successfully completed projects is to be demonstrated by Members of the Respondent on an individual basis and where such a Member was part of another consortium in a similar circumstance, such capital raised in aggregate amongst the consortium members must be demonstrated.

6.3.3.3 Any historical consortium examples needs to be officially declared as comparable examples, with reasons thereto, by the Respondent.

6.3.4 **Financial Criterion 4: Other commitments in the foreseeable future**

6.3.4.1 Respondents are required to indicate how they will ensure that they have sufficient capacity to deliver on their responsibilities under the Project, despite the existence of other prior commitments to contracts, or anticipated contracts close to commitment, together with any mitigating actions should the Respondent be required to simultaneously deliver on more contracts than it had anticipated.

6.3.4.2 Respondents will demonstrate how they will ensure that they have sufficient capacity to deliver on their responsibilities (financial and technical performance), despite the existence of commitments to other contracts, or anticipated contracts to be concluded, together with any mitigating actions should the Respondent be required to simultaneously deliver on more contracts than it had anticipated.

7. PROJECT AWARENESS

7.1 The Project Awareness requirements are comprised of the following:

7.1.1 General;

7.1.2 Understanding Project Complexities;

7.1.3 Public Private Partnerships; and

7.1.4 Response Forms and Legal General Issues.

7.2 Project Awareness: General

7.2.1 This section is to be completed by the Respondent only. A failure by any Respondent to furnish an opinion or to express a view to any invitation to do so will not be considered as non-compliant or non-responsive. This information is being sought for information purposes.

7.2.2 Are there any aspects of the Project or its legal framework that, in the Respondent's opinion, would:

- 7.2.2.1 restrict the Respondent's ability to raise funding for the Project?
- 7.2.2.2 limit the creation of value for money? and
- 7.2.2.3 frustrate the ability of the Respondent to assume risk under the Project?
- 7.2.3 Are there any other aspects of the Project that, in the Respondent's opinion, would enhance the Project that need to be addressed by the Department in its further development of the RFP?
- 7.2.4 Provide examples of lessons learnt from designing, constructing, financing and operating previous head office accommodation projects. The response should include areas of innovation that have been brought to completed projects.

7.3 **Project Awareness: Understanding of Project Complexities**

- 7.3.1 The information required in this section is required for evaluation purposes.
- 7.3.2 The Respondent is required to provide a write-up relating to the Respondent's understanding of the Project complexities in relation to, but not limited to:
 - 7.3.2.1 the opportunity to charge user fees for passing through at the Ports of Entry;
 - 7.3.2.2 expertise required in cross border goods transportation;
 - 7.3.2.3 the goods clearance procedures at the Ports of Entry and what constitutes cross border goods clearance procedures; and
 - 7.3.2.4 financial impact on inefficiencies at the Ports of Entry as a result of poor cross border goods clearance procedures.

7.4 **Project Awareness: Public Private Partnerships**

- 7.4.1 This information is to be completed by each Member, Contractor and Key Equipment Supplier. This information is required for evaluation purposes.
 - 7.4.1.1 Please give contact details of organisations for whom your

organisation has performed, or procured the performance of, comparable projects and whom the Department may approach for references. Please note that where there is no previous experience of PPP projects, each organisation should include details of projects that it has been involved in which are structured in a similar way.

7.4.1.2 Describe any experience you have had in PPP projects and list any past/ongoing projects in which you have been involved stating the nature and extent of involvement.

7.4.2 This information is to be completed by each Member, Contractor and Key Equipment Supplier. This information is sought for information purposes.

7.4.2.1 Please provide details of any similar projects from which your organisation withdrew from the bidding process, indicating the reasons for withdrawal and whether any claim was made in relation to the bid process.

7.4.2.2 Please provide details of any similar projects from which your organisation withdrew from the bidding process, indicating the reasons for withdrawal and whether any claim was made in relation to the bid process.

7.4.2.3 Please provide details of any similar projects which were cancelled by an organ of state as defined in section 239 of the Constitution and, indicate the reasons for the cancellation known to you in relation to the bid process. Organ of state is defined in section 239 of the Constitution as any department of state or administration in the national, provincial or local sphere of government; or

7.4.2.3.1 any other functionary or institution -

7.4.2.3.1.1 exercising a power or performing a function in terms of the Constitution or a provincial constitution; or

7.4.2.3.1.2 exercising a public power or performing a public function in terms of any legislation, but does not include a court or a judicial officer.

7.4.2.4 Please provide details of the current PPP projects your organisation is bidding for and their status (preferred bidder, short-listed etc.).

7.5 **Project Awareness: Response Forms and Legal General Issues**

7.5.1 The information required in this section is required for evaluation purposes.

7.5.2 Respondents are required to submit the following documents provided in Volume 2 (*Response Forms*) of Part B (*Qualification Criteria and Response Forms*) of the RFQ in a detailed, complete and proper form. These documents provide instructions on who should complete them and the manner in which the forms must be completed:

7.5.2.1 Schedule A: Form of Response;

7.5.2.2 Schedule B: Declaration of Respondent;

7.5.2.3 Schedule C: Letter of Intent;

7.5.2.4 Schedule D: Confidentiality Undertaking;

7.5.2.5 Schedule E: Declaration of Interest, Litigation and Past Supply Chain Practices Form;

7.5.2.6 Schedule F: SBD 4 - Declaration of Interest;

7.5.2.7 Schedule G: SBD 8 - Respondent's Past Supply Chain Management Practices; and

7.5.2.8 Schedule H: SBD 9 - Certificate of Independent Bid Determination.

7.5.3 Each Member, Contractor, and Key Equipment Supplier is required to provide the below requested information.

7.5.3.1 Provide details of any contracts awarded to the organisation greater than ten million Rand (ZAR10 000 000,00) in value by any organ of state in the last three (3) years highlighting any for commercial building related construction, operation and/or maintenance

7.5.4 This section is to be completed by each Member, Contractor, and Key Equipment Supplier.

- 7.5.4.1 Provide details of any order(s) of a court or proceedings for the organisation's winding up otherwise than for the purposes of bona fide re-construction or amalgamation.
- 7.5.4.2 Has the organisation been subject to judicial management, liquidation, business rescue or insolvency proceedings? If so please furnish details and outcome, or status, thereof.
- 7.5.4.3 Has the organisation, or any officer or employee thereof been convicted of a criminal offence(s) relating to the conduct of its business or profession?
- 7.5.4.4 Has the organisation fulfilled its obligations relating to social responsibility? Provide details of social responsibility programmes achieved by the organisation in the last three years.
- 7.5.4.5 Has the organisation suffered a deduction for liquidated and ascertained damages in respect of any contract within the last three years?
- 7.5.4.6 Has the organisation had a contract cancelled, or not renewed, for failure to perform to the terms of that contract?
- 7.5.5 This section is to be completed by each Member.
- Does the organisation have any unchallenged and uncontested outstanding judgments which are unpaid with a value greater than one million Rand (ZAR1 000 000,00)? If so, provide details, including the quantum.

8. ECONOMIC DEVELOPMENT CRITERIA

8.1 Contributor Status Level

- 8.1.1 Respondents are required to have a minimum Contributor Status Level of four (4) in order to be evaluated further.
- 8.1.2 In the case of a Respondent which is a consortium or joint venture, the weighted value of the Respondent's Contributor Status Level will be

determined with reference to the Amended B-BBEE Codes using the following formula:

$$A = \sum_{n=1}^N (B_n \times C_n) / D$$

Where:

A = Respondent's weighted average Member's Contributor Status Level;

B = Member's, n, percentage Shareholding in the Respondent;

C = the qualification score of the Member, n, as indicated in its B-BBEE Verification Certificate or if such Member does not have such a B-BBEE Verification Certificate, a deemed qualification score of zero;

D = total Member commitment, expressed as a percentage; and

N = total number of Members.

8.1.3 Respondents are required to submit a valid verification certificate from a South African National Accreditation System ("SANAS") accredited verification agency in respect of each Member of the Respondent and/or Project Company, where available. For Members:

8.1.3.1 with an annual turnover of ten million Rand (ZAR10 000,000,00) or less, the submission of an affidavit in terms of Code 4.5 of the Amended Codes will be acceptable; and

8.1.3.2 with an annual turnover of between ten million Rand (ZAR10 000,000,00) and fifty million Rand (ZAR50 000,000,00) the submission of an affidavit in terms of Code 5.3.3 of the Amended Codes will be acceptable.

8.2 Track Record

Respondents are required to provide the experience of each Member in implementing plans and programmes in relation to:

- 8.2.1 Skills Development;
- 8.2.2 Preferential Procurement;
- 8.2.3 Enterprise Development; and
- 8.2.4 Socio-Economic Development.