REQUEST FOR PROPOSALS ISSUED BY SOUTH AFRICAN NATIONAL PARKS IN RESPECT OF THE BUSH BRAAI PRODUCT IN THE CROCODILE BRIDGE SECTION IN THE KRUGER NATIONAL PARK

- QUESTIONS AND ANSWERS DOCUMENT-

Question 1  Please clarify the product clearly which the successful Private Party will be allowed to sell?

Answer 1  Please note that the PPP Opportunity is clearly expressed in article 4 of the RFP which states:

Provision of morning drives: The Private Party will provide morning drives in an Open Safari Vehicle (OSV) and an experienced guide will drive guests. Guests will be treated for a bush breakfast in the identified bush site and depart the site after breakfast.

Provision of night drives: The Private Party will provide night drives in an Open Safari Vehicle (OSV) and an experienced guide will drive guests\tourists Guests shall then be treated for a bush dinner/ braai in the identified bush site and depart the site after dinner.

Please note: The Bush Braai Product involves game drives (morning
drives or night drives) offered in conjunction with bush breakfast for morning drives and bush dinner/braai for night game drives.

Question 2 The times on which the vehicles will be allowed into the Park as well as departure time??

Answer 2 An ideal Bush Braai/Dinner: Starts in the evening at 16h30; transports guests in the late afternoon for a game drive that eventually leads to the identified site for the enjoyment of a bush braai dinner. Please note that the bush braai dinner must be finalized by 21:00 and guests depart the Park by 22:00

Answer 2 An ideal Bush Breakfast: Starts in the morning at 06h00, transports guests in the early hours of the morning for a drive that eventually leads to the identified bush site for the enjoyment of a bush breakfast. Please note that the bush breakfast must be finalized by 09:30 and Private party to depart site by 10:00.

Question 3 According to the discussion we had, vehicles used for the product need to conform with the SATSA self-regulations which implies a yearly permit fee of R 7 200.00 once off and a R26\day fee. Also that these vehicles should be utilized in conjunction with the Bush Braai site and need to leave the park as indicated on the timetable. A bit of a confusion around the utilization of the vehicles arose during the presentation. Please clarify the usage of the vehicles, should the preferred Private Party sell a full day game drive, with a bush breakfast including a night drive with a bush dinner/braai ? The client paid the per noctum conservation fee at the gate and thus it is allowed into the park from the gate opening to gate closing. Why is this not allowed? Why must the prospective client pay again?

Answer 3 For this PPP Agreement and Opportunity, the vehicles shall be used for Morning drives with Bush breakfast and Night drives with Bush dinner/braai.

Answer 3 Should the Private Party wish to extend Game drives outside the
prescribed times in the PPP Agreement and RFP (period between 11h30 to 16h30), the current OSV permit shall have to be in place, as that constitutes a separate operation.

Question 4
Does this product allows for sun downer drinks on the afternoon night drives and coffee breaks on the morning game drives in the bush?

Answer 4
Yes. Article 24.3.2 of the RFP reads; “Outline initiatives of optimizing turnover (complementary to the product), Biltong, Nuts, Story-Telling etc. the Sun Downer fits in here. The preferred Private Party is encouraged to be innovative with the product for greater experience and value for money.

Question 5
Site utilization was also not addressed adequately. The number of clients at this stage is pinned down to 30 as it was explained that the impact study was based on that number and not what was determined by the impact study. The question was asked at the site meeting what is the possibility to increase the number of clients. This is a very valid question as the number of clients at My Acre is pinned down to 60 clients at a time and this proves very successfully with international tour groups. Please look at the utilization of My Acre site due to its capacity.

Answer 5
In terms of the PPP Agreement the number of clients permissible on site is 30 or less per trip.

Question 6
It is also not clear if you can double your meals sold by staggering the intervals of clients on the site during the allowed operating hours? For example 30 pax having a breakfast at 07:00 and the next group of 30 pax having breakfast at 08:00 for departure at 09:00 when the site have to be cleared.

Answer 6
The Successful Private Party shall be required to sell a Morning Game Drive with Bush Breakfast to 30 guests per day and a Night Drive with Bush Dinner/Braai to 30 guests per day.
Question 7  Does the successful Private Party have to provide an “Enviro Loo” or can an alternative more eco-friendly toilet facility be provided.

Answer 7  The Private Party shall provide this facility subject to SANParks’ approval.

Question 8  My client (The BEE company) qualifies on the financial and BEE requirements but not on the experience requirement. The idea is to tender in the name of the BEE Company and then sublet the contract to a tour operating company who has 6 OSV, qualified and armed rangers and all the needed equipment for the bush braai including tables, chair, catering equipment etc. We already have agreements in place with the tour operating company. Do the 2 companies then need to tender as a joint venture, or can the BEE Company include in his proposal that the tour operator has the needed experience?

Answer 8  The BEE Co. and Tour Co. should form one company, a Special Purpose Vehicle (SPV) and ensure that it complies with the 65% PPP BEE threshold as prescribed in the RFP for the bid to qualify.

Answer 8  Both parties shall decide on how to achieve the targets – the allocation of % to the Tourism BEE scorecard to achieve the required 65%.

Question 9  I have noticed that the BEE scoring counts 10% of the 65% needed to qualify. Can a non-BEE Company still then qualify if they score more than 65% on other components of the requirements?

Answer 9  It is a requirement that 65% on BEE is achieved for the bid to qualify. Irrespective of the other components, a score of less than 65% in the BEE component automatically disqualifies the bid.

Answer 9  The BEE Tourism Charter should be used and the Private Party should set targets as per the BEE Tourism Charter and as per the scoring the minimum that should be achieved is 65%.

Question 10  How will a joint ventures BEE scoring be done?
Answer 10 Please refer to Answers 8.

Question 11 Who sets the price for the Bush Braai Product between the Private Party and SANParks?

Answer 11 Private Party sets the price, however SANParks will take the necessary steps to ensure that the Private Party does not abuse the monopoly status of the Bush Braai Product. Please note that this is a contractual obligation.

Question 12 Is the meal sold to any guest or it is sold to a customer\tourist\ guest booked for a game drive?

Answer 12 The guest will book for a game drive that ends with a meal.

Answer 12 This is a combo product selling the game drive (morning drive or night drive) and meal (bush breakfast or bush dinner/braai) simultaneously. The two cannot be separated for this opportunity.

Question 13 What is a bid bond and what is a performance bond?

Answer 13 Bid Bonds is an amount payable by the interested bidder showing commitment and mitigates the risk of pre-qualified bidders dropping out of the process and is refundable to all unsuccessful bidders. Performance bond on the other hand is amount payable by the successful Private Party as Security\Guarantee demand which secures the performance obligations of the Private Party during the project term and is refundable upon the end of the contract term.

Question 14 Shall the Private Party be allowed to erect permanent or removable structures on site?

Answer 14 Only temporal, removable and low impact structures are allowed on site. This shall be storage facility, Enviro Loo or eco-friendly toilet facility and fire pits. This shall be negotiated with the successful Private Party upon
the 6 months preparing phase of the commencement of the project. Please Blake Schraader at blake.schraader@sanparks.org for more information on this aspect, and please copy me in mail banele.malie@sanparks.org for transparency.

Question 15 Shall SANParks market the Bush Braai Product in the SANParks' official website and other forums

Answer 15 Yes – SANParks may use its website, WILD CARD Loyalty programme and reception television sets to market the Bush Braai Product. This shall further be discussed with the successful Private Party.

Question 16 Will the successful Private Party be allowed to distribute flyers at SANParks reception points for advertising and marketing the product?”

Answer 16 No – SANParks does not encourage flyers as form of advertisement as it might pollute the environment. Electronic form of advertisement is recommended.

Question 17 How many beds \ accommodation units does Crocodile Bridge Camp have?

Answer 17 20 Camping units for 120 people, 8 Tents for 16 people and 20 Bungalows for 58 people.

Question 18 Will the Private Party be expected to provide Guards and Guides?

Answer 18 Please note article 25.13 Site security and Safety of the RFP which states:

25.13 Site Security and Safety (10%)

25.13.1 The Private Party to give an undertaking to have the guide and guard trained in first aid and in possession of a valid first aid certificate on duty during normal operational hours.
25.13.2 The total number of game guards to persons (catering, guides and clients) will not exceed a ration 1:15 & 2:30. (20%)

25.13.3 Provide a trained and skilled Guide with the required qualifications; (10%)

25.13.4 The Game guards will ensure that a serviceable torch, a firearm/rifle in sound condition is kept on site all times. (10%)

25.13.5 The Private Party undertakes to equip Guides/Guards on with first aid kits, a serviceable torch, and rifle/firearm in sound condition. (10%)

25.13.6 The Private Party undertakes to educate guests of dangers and emergency procedures and ensure that parents/guardians of children between 2 and 6 years old have been formally briefed before arriving on site. (10%)

25.13.7 Compliance with first aid requirements as determined in the General Health and Safety Regulations with at least the following items to be kept at site at all times. (20%)

Question 19 How many riffles are expected for this product?

Answer 19 2 Rifles shall be permissible for the operation of this product.

Answer 19 Each guard shall have a licensed rifle for the 1:15 and 2:30 guard ratio

Question 20 Will the Private Party use its private fire arms or SANParks shall provide the fire arms?

Answer 20 The current situation is that Private Parties provide their own fire arms. However please note that SANParks policies regarding this topic is under
review and might have changes..

Question 21  Will the riffle license be required as part of the submission?

Answer 21  Yes – Fire Arms licenses are recommended as part of the submission. The Guard must also have the necessary qualification for handling fire arms for this purpose.

Question 22  The Exclusivity of the Bush Braai Product?

Answer 22  The Private Party shall enjoy the exclusive right of operation of this product in the Crocodile Bridge Section in the Kruger National Park

Question 23  Will the LED lights be suitable for the Bush Braai?

Answer 23  The Successful Private Party shall use eco-friendly lights that meets SANParks environmental standards.

Question 24  Will the Game Drives from the Camp continue?

Answer 24  Yes – However operations of the Bush Braai Product will not affected.