



Bid Submissions Information session

15 September 2021



Welcome and thanks to all of you



Objective of this session:

- ✓ To prepare bidders for the upcoming tender process
- ✓ To ensure bidders understand what needs to be submitted and assist bidders to submit a high quality bid
- ✓ To outline the evaluation process and expectations of information provided



Submission expectation

✓ Quality

- Quality of the bid is a reflection of quality that operator will perform at
 - No spelling mistakes, needs to look professional, don't have to be expensive to reflect quality
- Make sure that all information requested is submitted
- Follow the structure of the RFP

✓ Scores

- You need to pass all functional areas. Supply enough information to allow evaluators to score. A cryptic answer will score less than a elaborated answer

✓ Potential

- If you can do what we require, be sure to convey this through information provided – answer the questions that are asked



Bid Sections



Bid Submission Sections

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Bid Sections



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Outline the evaluation process and expectations of information provided

Areas of Evaluation (Envelope 1):

- ❖ Qualification
- ❖ Functionality (To achieve a minimum % across functional areas)

Elements	Financing and Capital Plan	Business and Operational Plan	Development and Environmental Plan	Risk Matrix	B-BBEE Proposal
Weight	15%	40%	20%	5%	20%
Minimum Threshold	50%	50%	50%	50%	As per B-BBEE Proposal



Outline the evaluation process and expectations of information provided

Areas of Evaluation (Envelope 2):

As per the PPPFA & Regulations 2017:

PPP Offer = 80% / 90%

% of gross revenue committed

B-BBEE = 20% / 10%

Current BBBEE level



Qualification

Bidders need to comply with all qualification criteria in order to proceed.



This is the first step and if you do not comply you will waste your efforts, time and money in preparing and submitting a bid as your bid will not be evaluated and you do not stand a chance of being appointed (even if you are the only bidder).

Note:

The evaluation team evaluates from the documents as contained on the USB. We have found discrepancies between the electronic files on USB and the hard copies. As the hard copy will form part of the PPP Agreement, if the versions between USB and hard copy differs, then this might be perceived as fraudulent. Pls ensure that these versions are in line.

Functionality evaluation

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets

22. ANNEXURE 2 – BUSINESS, OPERATIONAL AND DESIGN PLAN

In all Bid Packages the Business, Operational and Design plan comprises of 80% of the Functionality score with Functionality comprising 60% of the total score.

The Business, Operational and Design plans will be evaluated per Bid Package. The following outlines the evaluation criteria that will be used:

- 22.1 Current operations – detail on restaurants and retail outlets owned and/or operated and/or managed;
- 22.2 What benefits could you offer to the SANParks operations;
- 22.3 Initiatives to make the business profitable – include possible changes to the menu and how this will benefit SANParks' operations;
- 22.4 Menu (including pricing) to attract more people to the restaurants;
- 22.5 Cost of sales percentage – split between the retail and restaurant operations;
- 22.6 Outline detail on how the business will be run with specific focus on the Standard Operating Procedures (SOP's) that will be implemented to ensure



Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets

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In all Bid Packages the Business, Operational and Design plan comprises of 80% of the Functionality score with Functionality comp

The Business, Operational and Design plans
The following outlines the evaluation criteria th

		CRITERIA	WEIGHT (level)	MAXIMUM POINTS / EVALUATION CRITERIA	POINTS AWARDED
22.1	Current operations – detail on restaurants operated and/or managed;	Current Operations – detail on restaurants owned and/or operated and/or managed	22.1 15%	Compare between bids. Areas to be considered (but not limited to these): <ul style="list-style-type: none"> - Are the current operations owned/operated/managed relevant and optimal to this opportunity - Where is the current operations situated and will they contribute to success at the specific restaurant - Will the bidder be able to ensure success at the restaurant as a result of the existing operations - Number of facilities owned/operated/managed – more is not necessarily better (evaluate pros and cons between bidders) - Will the bidder be hands-on in order to contribute to success Award a score between 1 and 10	
22.2	What benefits could you offer to the SANParks?				
22.3	Initiatives to make the business profitable menu and how this will benefit SANParks'				
22.4	Menu (including pricing) to attract more people				
22.5	Cost of sales percentage – split between the				
22.6	Outline detail on how the business will Standard Operating Procedures (SOP's)				

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets

22. ANNEXURE 2 – BUSINESS, OPERATIONAL AND DESIGN PLAN

	In all Bid Packages the Business, Operational and Design plans v the Functionality score with Functionality comprising	What benefits could you offer to the SANParks operations	22.2 15%	Compare between bids. Award a score between 1 and 10	
	The Business, Operational and Design plans v The following outlines the evaluation criteria that		22.3 20%	Compare between bids – specifically evaluate possible changes to the menu and justification on how this would benefit the operation but also general changes to make the business profitable. Award a score between 1 and 10	
22.1	Current operations – detail on restaurant operated and/or managed;	Initiatives to make the business profitable			
22.2	What benefits could you offer to the SANParks		22.4 15%	Compare between bids – specifically evaluate options, price and attractiveness in a quest to attract more people to the restaurant. Award a score between 1 and 10	
22.3	Initiatives to make the business profitable menu and how this will benefit SANParks' op	Evaluate the menu			
22.4	Menu (including pricing) to attract more people		22.5 5%	Are the cost of sale realistic and justified through experience/calculations, etc. Award a score between 1 and 10	
22.5	Cost of sales percentage – split between the	Cost of sale percentage			
22.6	Outline detail on how the business will be run with Standard Operating Procedures (SOP's) that	Outline detail on how the business will be run with specific focus on the Standard Operating Procedures (SOP's) that will be implemented to ensure that cost drivers are managed optimally	22.6 10%	Compare between bids. Award a score between 1 and 10	

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets



Another example – Environmental Plan:

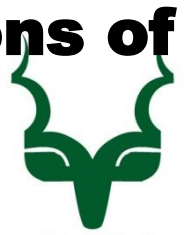
23. ANNEXURE 3 – ENVIRONMENTAL PROPOSAL

23.1 In all Bid Packages the Environmental Plan comprises of 20% of the Functionality score with Functionality comprising 60% of the total score.

23.2 Environmental responsibility:

Responsibility	Undertaken (Y/N)
The Private Party undertakes to subscribe to the minimum standard of Responsible Tourism (SANS 1162)	
Undertaking from the Private Party to conduct, manage and carry out the Project at all times in an Environmentally responsible way by adopting appropriate operating d practices for conducting such a Project in a proclaimed National Park.	
The Private Party undertakes to take all reasonable steps in conducting of the Project to prevent and limit the occurrence of any Environmental or health hazards and to ensure the health and safety of the	

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets



South African
NATIONAL PARKS

Another example – Environmental Plan:

23. ANNEXURE 3 – ENVIRONMENTAL PROPOSAL

		CRITERIA	MAXIMUM POINTS	POINTS AWARDED
23.1	In all Bid Packages the Environmental Functionality score with Functionality score	ENVIRONMENTAL PROPOSAL		
		Environmental responsibility		
23.2	Environmental responsibility:			
	Responsibility			
	The Private Party undertake minimum standard of Responsible Tourism (SANS 1162)	The Private Party undertakes to subscribe to the minimum standard of Responsible Tourism (SANS 1162)	10	
	Undertaking from the Private Party to manage and carry out the Project in an Environmentally responsible way by adopting appropriate operating practices for conducting such a Project in a proclaimed National Park.	Undertaking from the Private Party to conduct, manage and carry out the Project at all times in an Environmentally responsible way by adopting appropriate operating practices for conducting such a Project in a proclaimed National Park.	10	
	The Private Party undertake steps in conducting of the Project to prevent and limit the occurrence of any Environmental or health hazards and to ensure the health and safety of the Private Parties and the general public	The Private Party undertakes to take all reasonable steps in conducting of the Project to prevent and limit the occurrence of any Environmental or health hazards and to ensure the health and safety of the Private Parties and the general public	10	
	The Private Party undertake steps in conducting of the Project to prevent and limit the occurrence of any Environmental or health hazards and to ensure the health and safety of the Private Parties and the general public			

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets



Last example – BEE:

Complete BBBEE targets for the appropriate scorecard
– EME, QSE, Large Enterprise

Five main elements, namely:

- Ownership
- Management Control (includes Employment Equity)
- Skills Development
- Enterprise and Supplier Development (which includes Preferential Procurement)
- Socio-economic Development

Each element consists of categories and associated criteria. Each criterion has a weighting and target.

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets



- Bidders to make commitments in the 'bid offered' column and insert scores in the far right column
- If bid offer is:
 - Less than target, score must be weighted accordingly
 - Equal or more than target, full points will be scored
 - For example:

Element	Indicator	Measurement Category & Criteria	Weighting Points	Compliance Targets	Bid Offered	Score
Ownership	Economic Interest	Economic Interest in the entity to which Black People are entitled	4	30%	20%	2.67
		Economic Interest in the entity to which Black Women are entitled	2	15%	20%	2

Less than target, only score 2/3 of 4 points

Above target, score full 2 points

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets



- Scores that must be achieved:

Enterprise Type	Total Annual Revenue of SPV	B-BBEE Scorecard & Thresholds
Exempted Micro Enterprises (EME)	≤ R5 million	<ul style="list-style-type: none"> • No scorecard • SPV to submit sworn affidavit / CIPC certificate on annual basis • In bid, confirmation that anticipated SPV revenue ≤ R5 million (<i>wording provided in RFP</i>)
Qualifying Small Enterprises (QSE)	> R5 million but < R45 million	<ul style="list-style-type: none"> • Qualifying Small Enterprise Scorecard • Minimum threshold: 80 points (79%), equivalent to a Level Four Contributor
Large Enterprises	≥ R45 million	<ul style="list-style-type: none"> • Large Enterprise Scorecard • Minimum threshold: 90 points (81%), equivalent to Level Three Contributor

Outline the evaluation process and expectations of information provided - RFP versus evaluation sheets



Similar evaluation for other functional areas (refer to RFP):

- Finance and Capital plan
 - ❖ Capital needed and where it will come from / secured?
 - ❖ Auditors report
 - ❖ Cash flow forecast
- Risk Matrix
 - ❖ Risk transfer – who takes risk – SANParks or Shared or Private Party (score 0 or 5 or 10)



Outline the evaluation process and expectations of information provided

Envelope 2:

BBBEE level

- Proof of current BBBEE level – certificate, affidavit, etc. by recognised body
- PPP fee offer (in correct format – see below)



To: South African National Parks

[Name of bidder] hereby commits to pay to SANParks the higher of:

- (a) the minimum PPP fee and
- (b) the Variable PPP Fee, expressed as a percentage of aggregate gross revenue as defined in the PPP agreement for the relevant project year.

The minimum PPP fee, which will be adjusted annually by CPIX, is as follows:

MINIMUM PPP FEE	
[Project name]	Per Annum
Year 1	R 600,000

The Variable PPP Fee bid by **[name of bidder]** is **8.5 %** of gross revenue. **[Name of bidder]** hereby warrants that the committed minimum PPP fee and the Variable PPP Fee shall be included in the PPP agreement, if accepted by SANParks.

For indicative purposes only, our projection of fees payable to SANParks is:

	Year 1	Year 2	Year 3	Year 4	Year 5
Gross revenue (net of VAT)					
Percentage of gross revenue due as Variable PPP Fee (same for each year)					
PPP fee due					
Minimum PPP fee or Variable PPP Fee, whichever is greater					

* Adapt for the term of the PPP.

The person signing below is a duly authorised representative of the bidder with full power and authority to submit this financial offer and commit the bidder to its terms.

Signed: _____

Name: _____



Questions