



South African
NATIONAL PARKS

BLACKWATER TUBING



OPPORTUNITY

- ✚ In a nutshell Black tubing is a unique experience that includes paddling, swimming, bouldering, and short walks – an activity that combines inflatable river tubes and stand-up paddle boards (SUPs).
- ✚ Guests are driven in OSVs from meeting point to the launch point.
- ✚ +-20 mins drive deep into the Tsitsikamma Forest & return upon completion of activity

- ✚ To be complemented by other water-based attractions-**NB: subject to SANParks' approval.**

- ✚ Contract term: 10-year period term



PRODUCT ENVISAGED:

- ✚ The product has Pax capacity of 50 heads –
- ✚ Bidder to manage pax in accordance with submissions – subject to SANParks' approval.
- ✚ **NB: Bidders are encouraged to read the Information Memorandum and Request for Proposals for clarity.**

possess 3 years of experience in the opportunity and 30% shareholder ship in the SPV.

LAUNCH SITE & SITE CAPACITY

- + **Site visit arranged.**
- + Unlike the Kayak-Lilo, SANParks will not provide the administrative space and meeting point – it is the responsibility of the successful bidder to co-ordinate logistics, storage, and the administrative space.
- + Pax 50 per activity

UTILITIES

- + Not applicable

IDENTITY OF BIDDERS-SECTION 1B OF RFP

- + Single company / unincorporated JV / Trust
- + One SPV to contract with SANParks
- + Bid to provide detail of SPV structure and roles & responsibilities.

QUALIFICATION CRITERIA

Capacity

- + Minimum business turnover not less than R500 000.00 per annum
- + Single concessionaire with required experience for the opportunity and turnover stated above; or
- + Single concessionaire without the required experience – however must have partnered with a technical partner consisting of at least 5 members- who

FINANCIAL REQUIREMENTS:

- + Audited or independently reviewed financial statements corresponding to the last 2 years or
- + Statements of assets, with confirmation of ownership, certified by a qualified auditor.

TOURISM EXPERIENCE:

- + 3 years proven operating experience in the tourism industry
- + At least 1 existing operational facility in existence consisting of Blackwater Tubing or
- + Any existing operational facility that has parted with technical partners (5) to prove 3 years of experience.
 - Technical partner meeting these requirements must hold at least 30% shares in SPV.

BBBEE _ (As per scorecard)

ENVIRONMENTAL CONSIDERATIONS

Section 4 of RFP

NB: No EIA not required for this activity

STAFF AND HOUSING

- + No Staff housing is available.

BID BOND & PERFORMANCE BONDS

- + B: Amount: R 32 000.00 (Payable at bidding phase)

- + P: Amount: R 128 000.00 (**Payable at Contract signing phase**)
- + Balance = R 96 000.00

PPP FEE PAYABLE

- + Higher of:
 - (1) Minimum PPP Fee of R 10 000 per monthly (excl. VAT) or
 - (2) <bidded>% of Gross Revenue.

EVALUATION

Two-envelope system:

- + One: Functionality (including B-BBEE Proposal) – 75% overall threshold

Elements	Financing and Capital Plan	Business and Operational Plan	Development, and Environmental Plan	Risk Matrix	B-BBEE Proposal
Weight	10%	35%	20%	15%	20%

- + Two: PPP offer and existing B-BBEE rating (80/20 system)

PPP Fee Offer	Bidder's existing B-BBEE rating
80%	20%

- + Objective criteria (may result in the contract being awarded to a bidder that did not score the highest points): *to broaden participation in PPPs, SANParks will give preference to Bidders that have less than five PPP contracts with SANParks*

TERMS AND CONDITIONS

The above information is a summary of the opportunity. Please note that the Request for Proposal (RFP) and Information Memorandum documents are published on the SANParks Web Site (www.sanparks.org) and contains more detail on the opportunities and supersede this document.

NB: BIDDERS CONFERENCE VIRTUAL DATE TO BE ANNOUNCED -