



## **REQUEST FOR PROPOSALS**

**REQUEST FOR PROPOSALS ISSUED BY SOUTH AFRICAN NATIONAL PARKS IN RESPECT OF THE PROPOSED PUBLIC PRIVATE PARTNERSHIP OPPORTUNITY FOR THE FINANCING, REFURBISHMENT, OPERATION AND MAINTENANCE OF THE JAKKALSBESSIE CONCESSION AREA IN THE KRUGER NATIONAL PARK (KNP)**



**IMPORTANT NOTICE**

This Request for Proposals (“**RFP**”), incorporating all its attachments, has been produced by South African National Parks (“**SANParks**”), in connection with the tourism public private partnership (“**PPP**”) opportunity available at the Jakkalsbessie Concession Area (“**Concession or Concession Area**”) in the Kruger National Park (“**KNP**”). This RFP pertains to one of six concessions to be tendered by SANParks including, Jock of the Bushveld, Mluwati, Lwakahle, Jakkalsbessie, Mutlumuvi and Mpanamana.

No representation or warranty, express or implied, is made, or responsibility of any kind is or will be accepted, by SANParks, with respect to the accuracy and completeness of the RFP, and any liability in connection with the use by any interested party of the information contained in this RFP is hereby disclaimed.

The RFP is provided to the Bidder to assist in making its own appraisal of the PPP opportunity presented herein and in deciding whether to submit a proposal in connection with the opportunity. However, this RFP is not intended to serve as the basis for an investment decision on the opportunity, and each recipient is expected to make such independent investigation and to obtain such independent advice, as he or she may deem necessary for such a decision.

SANParks may amend or replace any information contained in this RFP at any time, without giving any prior notice or providing any reason.

Should this RFP lead to the award of the PPP Project, the award will only become binding after SANParks and the Private Party have signed the agreement.

13 September 2024

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## 1. INTRODUCTION

- 1.1 This Request for Proposals ("RFP") is issued by South African National Parks ("SANParks") in accordance with the guidelines for Public Private Partnerships ("PPPs") contained in National Treasury's Tourism PPP Toolkit, and in compliance with Treasury Regulation 16, as amended, issued in terms of the Public Finance Management Act 01 of 1999.
- 1.2 SANParks, as part of its Strategic Plan for Commercialisation, identified the tourism PPP opportunity at the Concession Area in the Kruger National Park ("KNP") that gives a selected private party the rights to the commercial use for 25 (twenty-five) years through a PPP agreement ("PPP Agreement").
- 1.3 It is intended that by SANParks entering into the PPPs with a Private Party, SANParks will generate revenue through PPP fees paid to SANParks by the Private Party, while enabling SANParks to focus on its core activity of conservation. It is intended that the Private Party will develop (upgrade and refurbish), operate and finance the Concession Area with strict compliance with SANParks environmental standards, Protected Areas conservation guidelines, existing environmental authorisations, permits and operating licences.

## 2. VALUE-FOR-MONEY OBJECTIVES

- 2.1 The value-for-money objectives for the project are aligned with SANParks' strategic objectives included in the Strategic Plan for Commercialisation. Setting these objectives at the inception phase are vital as they provide the benchmarks for the feasibility and procurement phases. During the management of the PPP agreement, they are used to measure the success of the project.
- 2.2 The Value-for-Money Objectives for the Concession Area are:
  - 2.2.1 Revenue generation for SANParks by way of concession fee optimisation and increase in entry and conservation fees;
  - 2.2.2 B-BBEE, job creation and land claimants and local community development;
  - 2.2.3 Tourism promotion with particular focus on diversification of products and markets and penetrating markets not reached by SANParks facilities in the KNP;
  - 2.2.4 Optimal utilisation of prime assets - Standard of facilities and infrastructure to be maintained and improved where required (within existing footprint);
  - 2.2.5 Biodiversity protection and conservation;

## 2.2.6 Cultural and Heritage Resources Conservation.

### 3. SANPARKS BENEFICIATION SCHEME AND COMMERCIALISATION STRATEGY OBJECTIVES

- 3.1 As articulated in the Information Memorandum, SANParks, as part of its mandate to drive sustainable B-BBEE and socio-economic transformation in the Tourism Sector, accelerate and provide opportunities to broaden the network of those benefiting from commercial activities/opportunities in the national Parks and to promote a synergistic existence of commercial activities with neighbouring or surrounding communities, it has identified Specific Goals for the Project which have been articulated in the B-BBEE Project Scorecard below.
- 3.2 Bids must demonstrate how the Preferential Procurement Requirements will be met including timelines and targets set out in Annexe E (B-BBEE Requirements) below.
- 3.2.1 In keeping with SANParks' obligations and objectives articulated in its Beneficiation Scheme and Commercialisation Strategy policies, preferential procurement policies and legislation and B-BBEE laws, particular attention will be paid to Bidders B-BBEE proposal in response to the B-BBEE Project Scorecard in respect the identified Specific Goals, particularly those targeting socio economic transformation for Local Communities adjacent to the Parks.

### 4. GENERAL RULES OF THE TENDER

- 4.1 This RFP supersedes all other SANParks communication to Bidders about this PPP opportunity and the rules and conduct of the bid.
- 4.2 No verbal discussion with any staff or advisor of SANParks can change, add to or clarify any of the terms and conditions contained in this RFP. Bidders should only rely on written changes, additions or clarifications from the duly authorised Project Officer of SANParks, circulated to each bidder. E-mail communications from SANParks to Bidders will count as written communication.
- 4.3 SANParks reserves the right to modify the timetable or otherwise amend, supplement or clarify the RFP at any time. SANParks may cancel the bid at any time without prior notice and may disqualify any bidder as provided for in this RFP. SANParks shall not incur any liability whatsoever in exercising any rights in this Paragraph 4.3 or otherwise granted in this RFP or available under the laws of the Republic of South Africa.
- 4.4 The bid will be conducted in accordance with and shall be governed by the laws of the Republic of South Africa and this RFP.

- 4.5 Bids and all correspondence and documents relating to Bids shall be in the English language.
- 4.6 The submission of a Bid by a Bidder implies full knowledge and acceptance of, and submission to, all the terms and conditions set out in this RFP, the PPP Agreement and under the applicable laws of the Republic of South Africa.
- 4.7 Bidders shall be responsible for any and all costs, expenses and losses incurred by them in the preparation and submission of Bids or otherwise in connection with the Tender. SANParks will not compensate Bidders for any such costs, expenses or losses, regardless of the outcome of the Tender.
- 4.8 The draft PPP Agreements will be included in the Tender Documents. SANParks reserves the right to modify or otherwise amend, supplement or clarify the PPP Agreements at any time. SANParks shall not incur any liability whatsoever in exercising any rights in this Paragraph or otherwise granted in this RFP, PPP Agreements, or available under the Republic of South Africa laws.
- 4.9 Each Bidder must appoint one or more duly authorised representatives (“Legal Representatives”), mandated by an executive decision of the project company and legal power of attorney to represent the Bidder. The Legal Representative shall be present for the opening of the Financial Envelopes.

#### 4.10 **Non-eligible Persons**

Any Bid including the involvement of any person:

- 4.10.1 blacklisted by the National Treasury under the Register for Tender Defaulters in terms of GN 194 of 11 April 2005 issued in terms of the Prevention & Combating of Corrupt of Corrupt Activities Act, 2004;
- 4.10.2 listed on the Disqualified Director's Register (maintained by the Companies and Intellectual Property Registration Office) in terms of section 218(1A)(6) of the Companies Act available on <http://www.cipc.co.za>;
- 4.10.3 who is initiating or has initiated any litigation, arbitration or other administrative proceedings in respect of any of the six (6) Concessionaire for the tender; or
- 4.10.4 who has been found guilty in a court of law of fraud or corruption related crimes, will be rejected by SANParks.

#### 4.11 **Integrity and Honesty**

A Bidder must act with the highest degree of integrity and honesty and with the utmost good faith in all dealings with SANParks. A Bid must not contain any misrepresentations.

#### 4.12 Invitation

- 4.12.1 Bidders are hereby invited to submit Bids to be considered for appointment as Preferred Bidders in terms of and subject to the terms and conditions of this RFP.
- 4.12.2 A Bidder may submit a bid response to a maximum of two (2) out of the six (6) Concessions that are subject to the tender.
- 4.12.3 SANParks reserves the right to award or select a Preferred Bidder for a maximum of two (2) Bids.
- 4.12.4 A Bidder appointed as the Preferred Bidder in respect of the Concession Area shall, subject to the requirements of this RFP, conclude the PPP Agreement in respect of the Concession Area. A Reserve Bidder shall only be required to conclude the PPP Agreement in the event that the PPP Agreement is not or cannot be concluded with the Preferred Bidder or the Preferred Bidder is disqualified or the Preferred Bidder's status is revoked and in which event the Reserve Bidder shall be invited to conclude the PPP Agreement with SANParks in respect of the Concession Area. SANParks reserves the right to appoint a Reserve Bidder at any time subsequent to the disqualification of the Preferred Bidder or if the PPP Agreement is not or cannot be concluded with the Preferred Bidder.
- 4.12.5 In the event that SANParks is unable to conclude an agreement with a Preferred Bidder or a Reserve Bidder for the Concession Area, SANParks reserves the right to seek a new Private Party or at its sole discretion to procure the Concession with a successor Private Party or any other form of a procurement of the Concession as a whole or as possibly subdivided into several procurements of whatever nature at the entire discretion of SANParks.
- 4.12.6 No person (other than a Lender and a B-BBEE material and/or furniture supplier (B-BBEE Material and/or Furniture Supplier)) or advisor to a person may be a member of, or in any way participate in or be involved with (either directly or indirectly), more than one Bidder at any stage during the procurement process without the prior written consent of the Institution, which may be granted or refused in its sole and absolute discretion. Lenders and B-BBEE Material and/or Furniture Suppliers are permitted to support more than one Bidder subject to the observation, implementation and enforcement of strict information barriers and strict compliance with laws (including Competition laws).

## 5. IDENTITY OF BIDDERS

- 5.1 A Bidder may be a single company or an unincorporated joint venture or a trust. The Bidder must meet the operational and financial criteria as contained in this document. A minimum of 30% of the equity in the Bidder must be held by the technical/operational party in the SPV.
- 5.2 Any Bid submission including the involvement of any national public entity or provincial public entity (each as contemplated under the PFMA), other than a funder, will be rejected by the Institution.
- 5.3 Public institutions are specifically excluded from submitting proposals or bidding for the tender, unless such participation is as member of or Contractor (at any level) to a Bidder and unless:
- 5.3.1 approved in advance by the applicable ministry with responsibility over such public entity;
  - 5.3.2 the involvement of such public entity has been secured in advance by the Institution through a third-party agreement;
  - 5.3.3 the provision of services by such public entity is made available to all Bidders; and
  - 5.3.4 the provision of services by such public entity is permitted by law.
- 5.4 Each submission must set out, in detail, the structure that will be adopted for the entity. The shareholders should be clearly identified, and their roles and responsibilities listed. The submission should list the equity, ownership and directorships held by shareholders. SANParks requires that Interested Parties create a newly formed special purpose vehicle (“SPV”) for bidding purposes. The sole purpose of the SPV will be to undertake the PPP Concession. Where any parties are not shareholders, but will be integrally involved in the operation of the SPV, such parties should also be listed. It will be expected that the SPV is legally constituted prior to the Signature of the PPP Agreement.
- 5.5 As the project might require a substantial amount of capital investment, Bidders must demonstrate their ability to raise debt and equity and to provide security to SANParks’ satisfaction.
- 5.6 Bidders will also be required to provide information on ownership of the entities of which the Bidder are comprised, together with organograms reflecting the ownership proportions.
- 5.7 When preparing submissions on the identity of the bidders, Bidders are required to structure their submissions according to the following format:
- 5.7.1 submit to SANParks the information set out in Annexure 1A in relation to the Qualification Criteria;

- 5.7.2 submit to SANParks the information set out in Annexure 1B in relation to the company, unincorporated joint venture or trust and its shareholders, partners of beneficiaries; and
- 5.7.3 certify to SANParks that the information contained therein is true, accurate and complete in all respects.
- 5.8 SANParks reserves the right to request, at any time, additional information or documentation from Bidders.
- 5.9 Where a Bidder is made up of a number of parties, shareholders in one SPV may not in any way be shareholders of other SPV's bidding for the same PPP Opportunity in the tender process.
- 5.10 Where a selected Preferred Bidder which is an unincorporated Enterprise or a Consortium, it must establish a Private Party that has a sole purpose, object and business of undertaking the PPP Opportunity, which is the subject of its Bid, with one or more Members becoming shareholders of such Private Party, no later than 15 Business Days before the anticipated date of signature of the PPP Agreement. Such Preferred Bidder shall provide SANParks with certified copies of the incorporation documents and share register of such Private Party no later than ten Business Days before the anticipated date of signature of a PPP Agreement.
- 5.11 No replacement of a Member, withdrawal of a Member or admission of a new Member of a Bidder (or the equivalent thereof in a Private Party established by it) (Change in Membership) is permitted after the Bid Submission Date without the prior approval of the SANParks.
- 5.12 A Bidder or any Member wishing to change its Membership as contemplated above must submit to SANParks a written request to do so. Such request must set out all relevant facts and circumstances that have arisen since the Bid Submission Date that necessitated the request, together with all documentation, information, data and responses required to fulfil, in respect of such change, the requirements in this RFP.
- 5.13 SANParks reserves the right to require a Bidder to supply such further information as SANParks may, in its sole discretion, request with regard to such Change in Membership as to enable SANParks to fully consider the impact of such change. The Bidder requiring such change will be liable for SANParks's costs in this regard, which will be payable on demand.
- 5.14 Other than an approved Change in Membership, a Bidder may not change any aspect of its Bid after the Bid Submission Date.

## 6. A DESCRIPTION OF THE PPP OPPORTUNITY FOR THE JAKKALSBESSIE CONCESSION AREA IN THE KRUGER NATIONAL PARK

The Concession Area PPP opportunity available to Bidders is discussed in detail in the Information Memorandum provided to Bidders and herewith summarised as follows:

### 6.1 Introduction

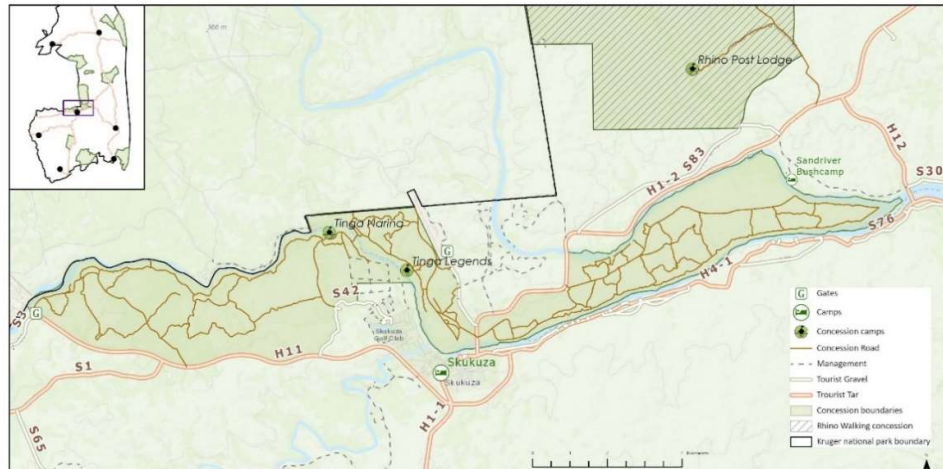
6.1.1 SANParks, as part of its Strategic Plan for Commercialisation, identified the tourism PPP opportunity for the Jakkalsbessie Concession Area in the Kruger National Park.

6.1.2 It is intended that by SANParks entering into the PPP with a Private Party, SANParks may be able to generate additional revenue through PPP fees paid to SANParks by the Private Party, while enabling SANParks to focus on its core activity of conservation. It is intended that the project will be developed by the Private Party in compliance with strict environmental standards maintained by SANParks. In keeping with SANParks' objectives, particular attention will be paid to the implementation of B-BBEE, particularly those from local communities adjacent to the Parks as well as land claimants. In addition, private operators will have to respect existing SANParks regulations regarding protection of the environment. In this regard, SANParks will require that Bidders confirm their willingness to promote B-BBEE by entering into an agreement with a local community trust partner and or land claimant trust.

6.1.3 The Bidders will be provided the opportunity to assess the sites. It should be noted that the opportunity will require all necessary environmental approvals and hence a Basic Assessment or EIA might be required. These must be prepared for certain prescribed activities, or activities that might affect designated areas such as a national park and must be prepared by an independent consultant. Given the financial cost and time required, EIAs will only be undertaken by the successful bidder.

### 6.2 Location and Size of the Concession

The Jakkalsbessie Concession is located in the KNP, ±5km from Skukuza camp, near Skukuza airport and Golf Course. The size of the concession is 5500 ha with 120km of road development in the concession.



### 6.3 Minimum Development Specification

- 6.3.1 The Concessionaire will bear the cost of any upgrading of existing facilities, including roads, buildings and infrastructure, within the footprint as specified in the Information Memorandum.
- 6.3.2 Any changes requested require Detailed Design and must be prepared by the Private Party and should be in accordance with the findings of an EIA, Best Industry Practice, SANParks and National Building Code requirements.
- 6.3.3 The Bidder is guided to reference the Information Memorandum on a comprehensive description of the Concession's existing facilities and associated infrastructure such as water, waste, electricity, roads, communications etc. and National Building Code requirements.

### 6.4 High Level Description of the Existing Physical Facilities

#### 6.4.1 Guest Facilities

The Concession currently comprises one (1) camp with two (2) lodges:

- Lodge 1: currently named Tinga Lodge
- Lodge 2: currently named Narina Lodge

#### Main Lodge currently known as Tinga Lodge

- Thatch and brick with classic safari seating, wooden outside decks
- Large reception lobby with shop, lounge and dining area, bar, indoor courtyard, spa sala, pool, library

- 9 Suites (18 beds) with king bed with separate seating area, bathroom with bath and indoor shower, outdoor shower and deck with loungers and private pool
- Annex with standalone residence with Kitchen, lounge and dining area and 2 bedrooms (4 beds) with private pool

#### Second Lodge currently known as Narina Lodge

- Thatch and brick buildings in modern safari style, with main deck area on stilts, large reception with shop, photographic studio/lab, bar, outdoor dining, raised wooden walkways, spa sala
- 9 Suites Perched on Stilts with King Beds, separate seating area, bathroom with bath and indoor shower, outdoor shower and deck with loungers and private pool

#### 6.4.2 **Staff Housing**

- Staff accommodation was recently upgraded. 40 single rooms with own bathroom for staff to stay either permanently or temporarily on site.
- Staff areas separate and fences off. Build units and some fibre cement units.
- New electric fence in staff areas
- The staff accommodation must comply with national building regulations and requirements and the standards specified in the Information Memorandum.
- SANParks will allow only single/couple accommodation units and not dormitory structures.
- The existing staff housing at the Jakkalsbessie Concession is in good condition, however, it is required that the Private Party bid considers the quantity, structure and quality of staff housing and provide proposals of how it could be improved. This is included in the Evaluation Criteria (refer to Annexure 2).

#### 6.4.3 **Access Road and Support Infrastructure**

6.4.3.1 Access roads with efficient stormwater drainage to the Lodges - roads must be operated and maintained as per the contents of the SANParks Roads Manual.

6.4.3.2 The Private Party shall be solely responsible for the upgrade and maintenance of the lodges and support infrastructure (internal and external included access roads).

- 6.4.3.3 The Bidder is guided to reference the Information Memorandum on a comprehensive opportunity description of the Concession, the existing facilities and associated infrastructure such as water, waste, electricity, roads, communications etc.
- 6.4.3.4 The Private Party will bear the cost of any upgrading of existing facilities, including roads, buildings and infrastructure.

## **7. BIDDERS REQUIRED QUALIFICATION CRITERIA**

In order to participate in the bidding process, bidders are required to meet the following high level qualification criteria (please note the detail is provided in Annexure 2 – Functionality Evaluation Schedule):

### **7.1 Financial capacity & Business Plan**

- 7.1.1 Given the fact that the project is of a high value and may entail risk to both the preferred bidder and SANParks, it is important that bidders demonstrate financial strength. In this regard the asset value of the bidder must be at least R10 million.
- 7.1.2 As the preferred bidder must be a SPV, if the bidder is a consortium or joint venture, it must demonstrate financial strength with reference to the asset value of its shareholders in proportion to their shareholding.
- 7.1.3 The bidder must also demonstrate, to SANParks' satisfaction, that its shareholders are solvent.
- 7.1.4 Audited financial statements for at least 3 years, along with a letter confirming that the asset value exceeds the stipulated amount and that the shareholders are solvent, must be provided to illustrate any assertion made by a bidder in this regard.
- 7.1.5 The bidders must demonstrate their ability to raise debt and equity and to provide security.
- 7.1.6 The bidder must demonstrate sufficient cashflows for initial months of operations where revenues may not be sufficient to cover expenses.

### **7.2 Tourism experience**

- 7.2.1 The project requires that interested parties have substantial experience and expertise in the tourism market as specified in Annexure 2. Interested parties are therefore required to provide examples of similar projects conducted by the interested parties. The interested party must be able to meet this tourism track-record requirement in the following ways:

- 7.2.1.1 Lodge operation experience of an upmarket to luxury nature with a minimum of 5 years' experience;
- 7.2.1.2 Previous experience with lodge operations in protected areas;
- 7.2.1.3 Experience in operating tourism activities such as game drives, game walks, etc;
- 7.2.1.4 Strong marketing and branding experience and existing channel relationships to the international tourism markets to South Africa; and
- 7.2.1.5 Acceptable hospitality operating and booking/marketing systems.

### 7.3 Environmental Undertakings & Plan

- 7.3.1.1 The Bidder must undertake to adhere to various environmental regulations and guidelines for South African, SANParks and the KNP and provide a detailed environmental plan for the Concession.

## 8. SITE VISITS AND DUE DILIGENCE

- 8.1 The Site Visit and Due Diligence process is being organised for the Bidders with the following objectives:
  - 8.1.1 to provide all Bidders the opportunity to ascertain all information they need to present informed and competitive bids for the sites they are qualified to bid for, including physical facilities;
  - 8.1.2 this site visit will form part of the due diligence process and should be attended by the Bidders or a duly authorised representative/s of not more than 5 people; and
  - 8.1.3 to ensure that such access to information is equal for all Bidders.
- 8.2 Due Diligence site information will be provided to Bidders by means of a site visit to the Concession Area PPP Opportunity on **[2 October 2024]** from **[09h00 to 13h00]**.
- 8.3 For this purpose, all interested bidders are required to register for this site visit by sending their Names, Company, Contact telephone and e-mail to: Jabulile Galane, Project Administrator, Telephone: (012) 426 5036 and E-mail: [jabulile.galane@sanparks.org](mailto:jabulile.galane@sanparks.org).
- 8.4 Attendance will inform Bidders of possible challenges and opportunities that may or may not have an impact on the feasibility studies conducted by Bidders and will further serve to ensure the accuracy of viabilities conducted for the facility.

- 8.5 Please note that traveling and accommodation costs for this visit will be for your own account.
- 8.6 Each Bidder shall be solely responsible for its own due diligence investigation of the investment opportunity, the proposed PPP Agreement terms and all matters relating to this RFP. Neither SANParks nor any of their respective officers, employees, agents or advisers makes any representation or warranty, express or implied, concerning any matter affecting the PPP opportunity, except for the representations and warranties of SANParks that will be set out in the PPP Agreement.
- 8.7 No verbal agreement or conversation with, nor any verbal clarification from, any officer or employee of SANParks or any of their advisers shall affect or modify any of the terms and conditions contained in this RFP. Only written amendments, supplements or clarifications to this RFP from duly authorised Project Officer of SANParks, circulated to each Bidder, should be relied upon as authorised. For the purposes of this Paragraph 8.7, communications sent from duly authorised staff of SANParks to Bidders via electronic mail shall be deemed as communications in writing.
- 8.8 A Bidder's conference will be held on **[16 October 2024]**. All interested bidders are required to register for the bidders conference by sending their names, contact telephone, fax and e-mail address to: Jabulile Galane, Project Administrator, Telephone: (012) 426 5036 and E-mail: [jabulile.galane@sanparks.org](mailto:jabulile.galane@sanparks.org).
- 8.9 **Contact for Due Diligence-related Matters**

The principal contact in SANParks for all matters relating to the Due Diligence process will be:

Jabulile Galane

Project Administrator

Tel: (012) 426 5036

E-mail: [jabulile.galane@sanparks.org](mailto:jabulile.galane@sanparks.org)

## 9. PPP AGREEMENT

- 9.1 The draft PPP Agreements are included in the Tender Documents and will be published on the SANParks website during the course of the tender process.
- 9.2 SANParks reserves the right to modify or otherwise amend, supplement or clarify the PPP Agreements at any time. SANParks shall not incur any liability whatsoever in exercising any rights in this Paragraph 9.2 or otherwise granted in this RFP, PPP Agreements or available under the laws of the Republic of South Africa.

## 10. BID SUBMISSIONS

10.1 Bids must be submitted to:

Jabulile Galane

Project Administrator: SANParks Six KNP Concessions Tender

South African National Parks

643 Leyds Street,

Muckleneuk,

Pretoria.

10.2 Bid Submissions should be made before **[12h00]** on **[6 January 2025]** (the “**Bid Date**”).

10.3 Submissions delivered after **[12h00]** on the Bid Date shall be regarded as invalid, and returned to the Bidder, unopened.

## 11. CONTENTS OF BID SUBMISSIONS

11.1 Bids and all related correspondence and documents must be in English.

11.2 The bid submission from each bidder must contain all the information necessary for SANParks to evaluate the financial, PPP fee offer, broad-based black economic empowerment and functionality capabilities of the bidder. Bidders are required to submit two sealed Envelopes in accordance with the directions below.

11.3 The first Envelope shall be clearly marked “Functionality - original” on the outside and shall contain all the original non-financial aspects of the Submission (“Functionality”). The contents of the Functionality Offer shall consist of:

11.3.1 The original of the Bidder Information, in the format given in Annexure 1A – Qualification Submissions;

11.3.2 The original of the Bidder Information, in the format given in Annexure 1B – Information on Bidders;

11.3.3 Original of the Financing and Capital plan, in the format given in the relevant sections of Annexure 2 – Functionality Component Requirements, **Weighting and Scoring**;

11.3.4 Original of the Business, Operational and Design plan, in the format given in the relevant sections of Annexure 2 – Functionality Component Requirements, **Weighting and Scoring**;

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- 11.3.5 Original of the Environmental plan, in the format given in the relevant sections of Annexure 2 – Functionality Component Requirements, **Weighting and Scoring**;
- 11.3.6 Original of a completed Risk Matrix, in the format given in the relevant sections of Annexure 2 – Functionality Component Requirements, **Weighting and Scoring**;
- 11.3.7 An original tax clearance certificate, issued by the South African Revenue Service (“SARS”) within six months of the bid date, for each South African member of the bidder;
- 11.3.8 An original signed version of the final PPP Agreement including all the relevant sections the Bid Submission to be included in the PPP Agreement, with each page initialled by the duly authorised representative; and
- 11.3.9 An original Bid Bond from a reputable bank in a form substantially similar to that set out in Annexure 7 - Acceptable wording of bid and performance bond.
- 11.3.10 An original Residual Value payment undertaking in as form substantially similar to that set out in Annexure 8 - Acceptable wording of residual value acceptance and undertaking for payment.
- 11.3.11 **VERY IMPORTANT: An electronic copy containing all the Annexures (clearly marked) of the bid submission should be submitted on USB disk. The annexures should be in non-edited PDF form and will be used for evaluation purposes. Please note that the PPP fee offer should NOT be disclosed anywhere on the USB in electronic format.**
- 11.4 The second Envelope shall be clearly marked “Financial & B-BBEE” on the outside. The contents of this Envelope shall contain one copy of the details of the bidder's PPP Fee Offer, in the format in Annexure 4 – PPP Fee Offer as well as the bidder's B-BBEE Project Scorecard Commitment (“Specific Goals”) in the format of Annexure 3 – B-BBEE Project Scorecard Commitment (“Specific Goals”).
- 11.5 Envelopes should be clearly marked as to whether they are Envelope 1 or 2 and must have the bid cover letter in the format provided in Annexure 6 – Bid Cover Sheets, attached to the front of each envelope.
- 11.6 All information provided in the bid must be valid for 180 business days from the Bid Date.
- 11.7 Submitting a bid implies that the bidder knows and understands all the terms and conditions set out in this RFP and under the applicable laws of the Republic of South Africa, and that the bidder accepts these terms and conditions.

## 12. HOW THE BIDS WILL BE OPENED

- 12.1 The Project Officer will separate Envelopes 1 and 2 from all the bids. The unopened Financial Envelopes will be locked away in the safekeeping of SANParks' ME Tourism until they are opened.
- 12.2 The Technical Envelopes will be opened by members of a bid evaluation committee representing SANParks in the presence of SANParks' Project Officer
- 12.3 Technical Offers will be evaluated and scored according to the procedure set out in Paragraphs 14 to **Error! Reference source not found.** below.

## 13. INCOMPLETE BIDS

- 13.1 The bid evaluation committee, in consultation with its financial and legal advisors, will check Envelope 1 of each bid to see whether the all the documentation that this RFP requires has been submitted correctly.
- 13.2 If a bid is not complete or something in it is not clear, the bid evaluation committee may, but is not obliged to, ask Bidders for more information. Bidders will receive such requests for more information in writing. No substantial changes to the bid will be asked for or allowed, except if there is a clear mistake in the bid.
- 13.3 SANParks may, but is not obliged to, disqualify a bid that is not complete or requires clarification without a request for further information.
- 13.4 SANParks shall not be obliged to reimburse Bidders for any costs and/or damage they incurred during the preparation of Bid Submissions, in the event of cancellation, disqualification, suspension, modification or delay of the Tender.

## 14. BID EVALUATION METHODOLOGY

- 14.1 SANParks has, in accordance with the National Treasury's Practice Note 6 of 2004, established three tiers of evaluation committees made up of the [Technical Assessment Committee, the Bid Evaluation Committee and the Bid Adjudication Committee.] In addition, the approach for evaluation of this RFP takes into account the [PPPF Act] and Preferential Procurement Regulations, 2022.
- 14.2 The bid evaluation will be through a two (2) envelope system and Bids will be evaluated on three main elements: Functionality and Compliance, PPP Fee Offer and B-BBEE Project Scorecard Commitment ("Specific Goals").

14.3 Envelope 1 (original) is for the functionality and compliance elements and is opened first. Bidders must score at least 80% for functionality.

14.4 Envelope 2 is for the PPP Fee Offer (Pricing) and B-BBEE Project Scorecard Commitment (“Specific Goals”) and will only be opened and evaluated if the minimum thresholds in Paragraph 14.3 are met.

14.5 The bid evaluation process will be undertaken in stages set out herein below.

**14.5.1 Bid Responsiveness to the Mandatory Requirement**

14.5.1.1 The first stage of evaluation SANParks will assess the Bid responses for is the for responsiveness to the mandatory and other administrative requirements. This will entail consideration whether all the required documentation has been submitted by a Bidder in the manner and form prescribed in this RFP.

14.5.1.2 Failure by a Bidder to respond adequately to any of the requirements of this RFP shall have an adverse impact on the evaluation of its Bid and shall entitle SANParks, in its sole discretion, to disregard that Bidder’s Bid and to disqualify that Bidder from participating in the Project.

14.5.1.3 SANParks reserves the right to reject any Bid which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by the Institution in respect of such Bid.

**14.5.2 Functionality Evaluation**

14.5.2.1 The minimum overall threshold to pass Functional Requirements is 80%. The minimum threshold to pass any Functional Criteria sub-category (i.e. Financial and Capital Plan, Business and Operational Plan, Environmental Pan and Risk Matrix) is 50%.

14.5.2.2 If a Bid does not meet the threshold, it will be marked unacceptable and not proceed to the next stage of evaluation if there are other acceptable Bids.

**14.5.3 PPP Fee Offer and B-BBEE Project Scorecard Commitment (“Specific Goals”):**

14.5.3.1 The evaluation at this stage shall be based on the 90/10 Preference Points System in terms of the provisions of the Preferential Procurement Policy Framework Act, 2000 (“**PPPFA**”) and PPPFA Regulations, 2022, wherein 90 points is for Bid Price (PPP Fee Offer) and 10 points for B-BBEE in accordance with identified B-BBEE Project Scorecard Commitment (“Specific Goals”) set out in Annexure 3 - B-BBEE Project Scorecard Commitment (“Specific Goals”).

## 15. BID EVALUATION CRITERIA SCORING

### 15.1 Functional Evaluation and Scoring Process

15.1.1 The functionality aspects of a bid will be scored out of 100 points. A bidder must achieve 80% of the total functionality points in order to pass. The minimum threshold to pass any Functional Criteria sub-category (i.e. Financial and Capital Plan, Business and Operational Plan, Environmental Plan, Risk Matrix and) is 50%. Functionality is made up of the elements specified in Annexure 2 – Functionality Evaluation Schedule, which also shows the sub-elements and weightings thereof.

15.1.2 The following shows the high-level scoring:

Functionality Evaluation Sub-Category	Weighting
Financing and Capital Plan	25
Business and Operational Plan	45
Environmental Plan and Due Diligence	20
Risk Matrix	10

### 15.2 PPP Fee Offer and Specific Goals

#### 15.2.1 PPP Fee Offer or Price Determination

15.2.1.1 Under the PPP Agreement, the PPP fee income to SANParks shall be, as per the schedule set out in Annexure 4 – PPP Fee Offer, the higher of:

- the Minimum PPP Fee indicated in Annexure 4 – PPP Fee Offer increased annually by CPIX; or
- the Variable PPP Fee (a flat percentage of gross revenue earned by the private party in each project year).

15.2.1.2 Please note: SANParks will not consider a minimum fixed rental PPP fee of less than R390 000 per month in the first full year of operations and R530 000 per month in the second full year of operations. The Private Party should take this into consideration in developing its PPP fee offer.

- 15.2.1.3 Each PPP Fee Offer will be inspected by SANParks' financial and legal advisors to verify that it has been submitted in the form corresponding to the requirements set out in Annexure 4 – PPP Fee Offer. A PPP Fee Offer that does not conform to the requirements of Annexure 4 – PPP Fee Offer may result in disqualification of the bid.
- 15.2.1.4 The points for the PPP Fee Offer are calculated using the prescribed price formula in the regulations to the PPPFA, 2022. The maximum points will be awarded to the qualified bidder which makes the highest PPP Fee Offer and the remaining points being allocated pro rata to the remaining qualified Bidders.
- 15.2.1.5 SANParks reserves the right not to award the Bid in the unlikely event that only one Bid is received and the PPP Fee Offer does not meet SANParks' minimum requirements.

### 15.3 90/10 Preference Point System Evaluation

15.3.1 The applicable preference point system for this tender is the 90/10 preference point system.

- i) A maximum of 90 points is allocated for price on the following basis:

= "90/10

$$Ps = 90 \left( 1 - \frac{Pt - Pmin}{Pmin} \right)$$

Ps = Points scored for price of tender under consideration

Pt = PPP Fee Offer under consideration

Pmin = Price of lowest acceptable tender"

15.3.2 Points Awarded For Specific Goals

15.3.2.1 A maximum of 10 points will be awarded for Specific Goals.

- 15.3.2.2 In terms of Regulation 5(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in Schedule 7 (B-BBEE Obligations).
- 15.3.2.3 SANParks will evaluate the bidder's B-BBEE proposal (details of the format and information required are in

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15.3.2.5 Annexure 3 – **B-BBEE Obligations**) and will allocate scores according to the methodology and weightings in the B-BBEE scorecard in Annexure 3.

15.3.2.6 B-BBEE is scored out of 100 points and the minimum threshold a bidder must score is 65%.

### 15.3.3 Objective criteria

In an effort for SANParks to ensure meaningful participation of Black Women, Youth and Local Communities to the commercial activities and opportunities in the Kruger National Park, SANParks reserve a right to appoint a bidder who has made commitments that fully comply with the Specific Goals for Black Women, Youth and Local Communities as set out in Annexure 3 (B-BBEE Obligations), even if such bidder scored highest points in term of price and preference.

## 16. SIGNATURE AND EFFECTIVENESS OF PPP AGREEMENT

16.1 The Private Party will be sent a letter of award to notify them that they are the preferred Bidder for the opportunity. Subsequent to the receipt of this letter, the Private Party will have **[2]** weeks to clarify any outstanding issues regarding the PPP Agreement. Thereafter, SANParks will provide the Private Party with final PPP Agreement, whereupon the Private Party will have **[3]** weeks from receipt of the Final PPP Agreement to sign and submit it to SANParks to be countersigned. Failure to meet any of these timelines may result in cancellation of the award to the preferred Bidder. In such cases, SANParks reserves the right to award the contract to the reserve Bidder.

16.2 The PPP Agreement becomes legally binding and enforceable from the Signature Date.

16.3 There will be no PPP Fees payable before the Operations Commencement Date, which is defined in the PPP Agreement.

## 17. BOND (BID AND PERFORMANCE BOND)

17.1 At the time of submitting its Bid, each Bidder must submit a single Bond ("**Bid and Performance Bond**") payable to SANParks in the format prescribed in Annexure 7 - Acceptable wording of bid and performance bond.

17.2 The Bid and Performance Bond is for the amount of R500 000.

17.3 The posting of the Bond is for the purpose of ensuring that all the Bidders present valid and serious bids, and that the Winning Bidder subsequently executes the PPP Agreement and conditions contained therein.

- 17.4 Bonds must be valid from Bid Submission until the expiry of the PPP Agreement.
- 17.5 The Bonds of all Bidders other than the Winning Bidder shall be returned to them following signature by SANParks of the PPP Agreement. Money paid into the SANParks's account will be paid back to the Bidder after an original letter to the bank account was received from the Bidder.
- 17.6 Any of the following shall be grounds for the forfeiture of a Bidder's Bond:
- 17.6.1 Any material misrepresentation made by the Bidder in its Bid Submission, or any other information and documentation submitted by it under this RFP;
  - 17.6.2 The withdrawal or modification of its Bid during the period of validity;
  - 17.6.3 Any default or breach by the Private Party during the term of the agreement; and
  - 17.6.4 Any event caused by the Private Party that resulted in losses to SANParks.
- 17.7 The Bond shall be callable upon first demand by SANParks in the event that one or more of the circumstances described at Paragraph 17.6 above has occurred. Forfeiture of the Bond shall not preclude SANParks from pursuing any other remedies it may have against the Bidder under the laws of South Africa.
- 17.8 **Please note:** the Bid Bond will at the election of the Preferred Bidder be replaced by a Performance Bond once operation commences to the amount equal to R500,000 (VAT excl.) and will be increased annually on 1 April with CPI.

## 18. CURRENT RESIDUAL VALUE OF THE CONCESSION ASSET

- 18.1 The Residual Value for the Jakkalsbessie Concession as at the Year ending March 2023 has been calculated at R58 152 231. As the current Concessionaire continues to operate the Concession Area until the new Concessionaire is appointed as per this Tender process, it is anticipated that further additions will be incurred and thus the Residual Value is likely to increase. However, all additions beyond the end of the previous Concession Term, is agreed with SANParks and will be curtailed to include only necessary capital expenditure required to keep the Concession in good condition.
- 18.2 The Residual Value has to be paid by the new Private Party (date and payment plan to be specified in the PPP Agreement). The current incumbent concessionaires will be reimbursed the equivalent amount (date and payment plan to be specified in the PPP Agreement). The Residual Value payment is thus compulsory and will form part of the Private Party's capital expenditure.

18.3 At the time of submitting its Bid, each Bidder must submit a letter to SANParks in the format prescribed in Annexure 7 - Acceptable wording of bid and performance bond

## 19. BID TIMETABLE

19.1 The Tender shall take place in accordance with the timetable set out in this Paragraph 19.1. SANParks reserves the right to modify the timetable at any time. SANParks shall not incur any liability whatsoever in exercising any rights in this Paragraph 19.1 or otherwise granted in this RFP or available under the laws of the Republic of South Africa.

19.2 Indicative Bid Timetable:

EVENT	INDICATIVE DATE
Public Advertisements	15 September 2024
Provide Information Memorandum, RFP and PPP Agreement and Schedules to Interested Parties	15 September 2024
Registration for Due Diligence Site Visit	16 to 25 September 2024
Due Diligence Site Visits	30 September to 4 October 2024
Registration of Interested Bidders for Bidders Conference	7 to 11 October 2024
Bidders Conference (Platform to be advised)	16 October 2024
Submission of final written comments and questions by Bidders	30 October 2024
Distribute final list of responses on Bidders' comments and questions	8 November 2024
Tender Submissions	6 January 2025 @ 12h00

## 20. FURTHER INFORMATION

20.1 All enquiries and requests for further information in respect of the RFP must be in writing, and directed to SANParks at the following address:

### SOUTH AFRICAN NATIONAL PARKS

Jabulile Galane

Project Administrator: SANParks Six KNP Concessions Tender

P O Box 787

PRETORIA, 0001

643 Leyds Street

Muckleneuk, Pretoria

Tel: (012) 426 5036

E-mail: [jabulile.galane@sanparks.org](mailto:jabulile.galane@sanparks.org)

20.2 All responses to enquiries may be circulated to other Interested Parties. No other communication with SANParks in respect of the RFP will be permitted.

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## 21. ANNEXURE 1A – QUALIFICATION SUBMISSIONS

### 21.1 Financial Requirements

21.1.1 The Bidder (and in case of an unincorporated joint venture, the joint venture partners) shall submit the following economic and financial documentation:

21.1.1.1 audited financial statements corresponding to the last two (3) years;

21.1.1.2 annual reports for the last two (3) years;

21.1.1.3 the Net Asset Value of the interested party must be at least R10 million. If the Bidder is a consortium or joint venture, it must demonstrate financial strength with reference to the asset value of its partners / shareholder in proportion to their shareholding;

21.1.1.4 the bidder must demonstrate to SANParks that they have sufficient cashflow fund at least three months operational expenditure of the lodge;

21.1.1.5 the bidder must demonstrate, to SANParks' satisfaction, that it (or in the case of a consortium or joint venture, its partners / shareholders) is solvent. A letter from a qualified auditor confirming that the asset value exceeds the stipulated amount and the bidder is solvent, must be provided in this regard.

21.1.2 If the qualification criteria are being met by reference to any other companies, whether current or intended Shareholders or partners, then these companies must submit the same information.

21.1.3 If the financial criteria are being met by companies which are privately held, and do not produce audited statements, or by private individuals, then these companies or individuals must produce a statement of assets, with confirmation of ownership, certified by a qualified auditor.

### 21.2 Tourism Track Record

21.2.1 Refer also to the Annexure 2 Functionality Evaluation Schedule relevant sections for the information and proof required for the tourism track record.

21.2.2 In the event that the Submitting Company is satisfying the requirements under this Section by using the qualifications of a Partner, Shareholder or parent, these indicators must also be certified in the above-mentioned manner. Additionally, each of the members of the Partnership, or the Shareholder or subsidiary as the case may be, must demonstrate that such Shareholder, parent or partner is willing and able to support the technical operations of the Submitting Company for the PPP Concession.

## 22. ANNEXURE 1B – INFORMATION ON BIDDERS

Bidders must provide the **following** information labelled as “**Information on (Bidder Name)**”;

### 22.1 Special purpose vehicle constitutional information

22.1.1 A bidder must form a specific company, or special purpose vehicle (“SPV”), for the purposes of bidding for this PPP opportunity. Failure to do so may result in the bid being disqualified. The following must be specified:

The name, address, telephones and fax numbers of Bidder, and the trading name of the Bidder if different from the registered name.

Directors/Partners/Trustees and their responsibilities.

Place of registration.

Registration number.

Memorandum and Paragraphs of Association (or equivalent constitutive documents).

Shareholders Agreement/Partnership or Joint Venture Agreement/Trust Deed.

Direct shareholder(s) joint venture, partner or beneficiary and percentage shareholding or other beneficial interest or participation held by each; if there is more than one class or share or funding the percentages held by each.

22.1.2 A letter confirming that the Bidder and each of its members has irrevocably waived any right it may have to seek and obtain a writ of injunction or prohibition or restraining order against SANParks to prevent or restrain the Tender or any proceedings related to it. However, such waiver shall be without prejudice to the right of a disqualified or losing Bidder to question the lawfulness of their disqualification or the rejection of its Bid by appropriate administrative or judicial processes not involving the issuance of a writ or injunction or prohibition or restraining order.

## 23. ANNEXURE 2 – FUNCTIONALITY COMPONENT REQUIREMENTS, WEIGHTING AND SCORING SCHEDULE & RISK SCHEDULE

The Bidder should provide the information required as per the below Functionality schedule.

23.1 The Bidder should ensure it has responded as per the format and order required for each element and sub-element of the Functionality Schedule in the manner prescribed, i.e. undertaking, detailed plan, detailed description, additional proof or reference documents, etc. Should SANParks not find the information it will be regarded as not submitted and scored zero(0).

23.2 The Bidder should note the weightings, sub-weightings and total maximum score applied in compiling its bid offer.

### Functionality Schedule:

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
<b>1.</b>	<b>FINANCIAL &amp; CAPITAL PLAN</b>			<b>25</b>
1.1	<b>Bidding Entity's Existing Business Finances</b>		<b>10%</b>	
1.1.1	A recent auditor's report confirming that all the members of the Bidder are solvent and liquid; if a member of the Bidder does not produce audited financial statements, it must produce a notarised statement of assets	Fully = 100% Partially = 50% Not at all = 0	<b>10%</b>	
1.2	<b>Bidding Entity's Financial &amp; Capital Plan</b>		<b>90%</b>	
1.2.1	Capital plan indicating the amount of capital needed, where it will come from (own capital, grants, loans), and the expected amount and terms (interest rate, repayment period, security) of any proposed loans. Specify whether the necessary financing has been secured, and provide appropriate proof		<b>30%</b>	
1.2.2	Confirmation of funding within 150 days from the date on which the email with this letter notifying you of such was sent by SANParks	Fully = 100% Partially = 50% Not at all = 0	<b>30%</b>	
1.2.3	Cash flow forecast (net of VAT) for the proposed term (number of years) of the PPP agreement. <b>See suggested spreadsheet format below.</b>	Excellent = 100% Reasonable = 50% Poor = 0	<b>30%</b>	
<b>2.</b>	<b>BUSINESS AND OPERATIONAL PLAN</b>			<b>45</b>
2.1	<b>Bidding Entity's Existing Business</b>		<b>40%</b>	
2.1.1	<b>Status of the Bidding Entity(s)</b>		<b>10%</b>	
a)	Bidding entity (or the various entities that will comprise the SPV) registered and established business for the minimum period specified in this RFP	Fully = 100% Mostly = 75%	2.5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
		Partially = 50% Limited = 25% Not at all = 0		
b)	Bidding entity (or the various entities that will comprise the SPV) purpose and objectives that are aligned to and supportive of the Concession's business	Fully = 100% Mostly = 75% Partially = 50% Limited = 25% Not at all = 0	2.5%	
c)	Bidding entity's (or the various entities that will comprise the SPV) products and services aligned to the Concession's business	Fully = 100% Mostly = 75% Partially = 50% Limited = 25% Not at all = 0	5%	
<b>2.1.2</b>	<b>Bidding Entity(s) Existing &amp; Past Operations</b> <i>(in this section the Bidder must clearly indicate why its current operations are a "best" fit for the Concession)</i>		<b>20%</b>	
a)	Number of years active operations with tourism facilities and services relevant to the Concession's business	5+years = 100% 5 years = 75% 3-5 years = 50% 1-3 years = 25% 1 year and less = 0	2.5%	
b)	Size of existing and past operations with tourism facilities and services (revenue and capacity – expressed either in number of facilities/establishments or number of beds)	Large/High (Revenue above R125 million pa and 8+ facilities) = 100% Good/Acceptable (Revenue of R75 to R125 million pa and 5-7 facilities) = 75% Medium (Revenue of R40 to R75 million pa & 3-5 facilities) = 50% Limited (Revenue of R20 to R40 million pa & 2 facilities) = 25% Small/Low (Revenue < R20 million pa and 1 facility) = 0	5%	
c)	Geographic location(s) of existing and past operations with tourism facilities and services	More than five = 100% Three to Five = 75% Two = 50% One = 25% to Few = 75%	2.5%	
d)	Type and range of tourism facilities and services by location	More than five = 100% Three to Five = 75% Two = 50%	5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
		One = 25% to Few = 75%		
e)	Type and range of tourists/guests/visitors (domestic and foreign) handled at tourism facilities and split thereof	Extensive = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	5%	
<b>2.1.3</b>	<b>Proven Tourism Track Record of Bidding Entity(s)</b>		<b>20%</b>	
a)	Number of years' experience in tourism facilities and markets relevant to the Concession's business	5+years = 100% 5 years = 75% 3-5 years = 50% 1-3 years = 25% 1 year and less = 0	7.5%	
b)	Proven extent of knowledge of tourism facilities and services relevant to the Concession's business (provide proof)	Extensive = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	7.5%	
c)	Extent of active memberships of relevant tourism organisations and associations (provide proof)	Extensive = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	
d)	Extent of awards and ratings in elements relevant to the Concession business (provide proof). This includes TGCSA and other ratings organisations relevant to the Concession's business	Extensive = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	
<b>2.1.4</b>	<b>Bidding Entity(s) Past and Current Marketing Experience</b>		<b>25%</b>	
a)	Bidding entity's existing client base and market penetration. Please note that this is more than indicating handling of domestic and foreign visitors but also the specific source markets and levels of penetration	Extensive = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	5%	
b)	Existing plans and knowledge of the tourism market including existing relationships with tour operators and travel trade (include references). Particularly of importance here is showing experience in the trade that are reflective of the Concession's business	Extensive = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	5%	
c)	Bidding entity's current marketing programmes and relevance to Concession's business. Please provide examples of programmes, markets targeted and results achieved	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
d)	Bidding entity's current marketing channels. Please provide examples of channels that are relevant to the Concession's business and an indication of the strength of marketing channels and extent of business attracted by channel	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	
e)	Bidding entity's current rates and discounting strategies. Please provide an indication of strategies that are relevant to the concession's business and potential source markets. Please also provide an indication of the success of current pricing strategies.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	
f)	Bidding entity's existing guest relations systems. Please provide an indication of systems that are relevant to the concession's business.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	
g)	Bidding entity's existing reservations and bookings systems. Please provide an indication of systems that are relevant to the concession's business and information of how the systems work across platforms, channels and establishments.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	
<b>2.1.5</b>	<b>Bidding Entity(s) Existing and Past Operating Standards and Quality</b>		<b>10%</b>	
a)	Proven experience in developing and implementing quality and standards operations and procedures in relevant tourism facilities. Provide policies and manuals where available and particularly those that are relevant to the Concession's business. Also link to 2.1.2 (c and d) in respect of quality management programmes your organisation prescribes to. If these are internal systems, please provide information of how the system work and the success thereof in maintaining quality standards.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	10%	
<b>2.1.6</b>	<b>Bidding Entity(s) Existing and Past Staff Operations</b>		<b>15%</b>	
a)	Indication of current and past management and staff structures relevant to the Concession's business. Particularly show the structures for similar facilities and what is considered best practice	Fully Applicable = 100% Somewhat Applicable = 50% Not applicable = 0	5%	
b)	Number of current and past management and staff positions relevant to the Concessions business	Extensive = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	5%	
c)	CVs and qualifications of existing key shareholders, management and staff	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25%	5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
		Poor = 0		
<b>2.2</b>	<b>Future Operational Vision &amp; Plan for Concession</b>		<b>60%</b>	
<b>2.2.1</b>	<b>Plan for Future Products/Facilities/Activities</b>		<b>8.5%</b>	
a)	Detailed plan describing the range, type and grading of products/facilities to be offered for the Concession with particular focus on improving facilities to maintain or grow specific markets and/or improving the ability of the Concession to compete not just in the KNP and surroundings but across the country and Africa. This plan should clearly articulate the style and ambiance planned for the Concession and how it will be distinguished from other facilities in the competitive market (not just in KNP but further afield).	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	5%	
b)	Detailed plan describing the range and type of activities and services to be offered for the Concession with particular focus on innovative approaches that will maintain and improve guest attraction and satisfaction. This plan should articulate how activities and services will complement the product planned and how it will be used to distinguish this facility from the competitive market.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	3.5%	
<b>2.2.2</b>	<b>Plan for markets and marketing for the Concession</b>		<b>8.5%</b>	
a)	Detailed plan describing target markets (geographical, income, nature of the activity, etc.) indicating diversification and penetration strategies. The market demand plan should indicate which target markets will be targeted by year and timing within the year and how the target markets relate to the product/activities plan specified in 2.2.1. Ultimately the plan needs to show how the selected target markets will drive optimum demand performance.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.0%	
b)	Detailed plan describing marketing activities. This plan should include clear indication of market programmes, marketing tools to be used, if tools and programmes differ by target market, what activities will be used specifically for this concession as opposed to group marketing activities. The activities should also indicate loyalty programmes if these are to be used by the Bidder. The plan should also indicate how marketing activity performance will be assessed using research as per 2.2.2e. Ultimately the marketing activities need to achieve optimum demand performance for the Concession.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.0%	
c)	Detailed plan describing branding of Concession. This plan should include the branding if the Concession is part of a portfolio as well as the individual branding for this facility. The plan should also indicate how branding value will be assessed in 2.2.2e.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
d)	Detailed plan describing rates, occupancy and yield management. This should indicate rate growth strategy over time and between seasons; how additional revenues will be generated; the occupancy in low and high season and how different markets will be targeted in respect of price and occupancy. The plan should	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25%	1.5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
	show how the bidder plan to achieve optimum rates and occupancy for the Concession.	Poor = 0		
e)	Detailed plan for ongoing market research including competitive analysis, market surveys, guest surveys, etc. The research plan should indicate what activities will be done when over the contract period as well as what activities are part of portfolio research and what is specific to the Concession.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
<b>2.2.3</b>	<b>Customer Relations</b>		<b>2.5%</b>	
a)	Detailed plan for guest feedback system, including guest surveys for positive and negative feedback. This should reflect back to 2.2.2e as well as indicate how the customer relations information will be used.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.25%	
b)	Detailed bookings/reservations plan. This should reflect back to 2.2.2b. It should clearly indicate what systems/platforms are to be used for the Concession and how these fits into a greater portfolio system if this exists.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.25%	
<b>2.2.4</b>	<b>Demand and Financial Viability</b>		<b>8.0%</b>	
a)	Feasibility plan for revenue by department. This should tie into the rates, occupancy and yield management plans specified in 2.2.2d. The plan should indicate by year of contract the base of the revenue (viz. rate and usage levels). The revenue plan should indicate the basis of revenue indicators and whether it is market related. The Feasibility plan for revenue should include sensitivity testing. The Bidder should clearly indicate in this feasibility plan how its plan for product development, marketing, etc will drive optimum revenues.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	4%	
b)	Feasibility plan for departmental profits and Gross Operation Profit. This should tie into the rates, occupancy and yield management plans specified in 2.2.2d. The plan should indicate by year of contract the base of the departmental profits and GOPs and how it relates to market norms. The Feasibility plan for profits should include sensitivity testing. The Bidder should clearly indicate in this feasibility plan how its plan for product development, marketing, etc will drive optimum profit levels.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2%	
c)	Feasibility plan for departmental costs and overheads. The plan should indicate by year of contract the base of the costs and overheads how it relates to market norms. The Feasibility plan for costs/overheads should include sensitivity testing.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2%	
<b>2.2.5</b>	<b>Operating standards</b>		<b>2.5%</b>	
a)	Proposed Operating Standards for the Concession including an operations and procedures manuals outline. The operating standards procedures should be compliment and align to the products and activities plan.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25%	2.5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
		Poor = 0		
<b>2.2.6</b>	<b>Food &amp; Beverage Offering</b>		<b>3.0%</b>	
a)	Provide a plan on food philosophy – values/commitment to freshness and uniqueness; Food variety – range of options for example vegetarian/non-vegetarian, choice of meats, choice of courses, Health Options, Halaal, Vegan, etc and menu planning. The plan should include food cost of sales and pricing planning. The plans should provide for variety but also innovation to ensure the dining options complement the level and style of product and appeal to target markets to ultimately achieve optimum rates.	Extensive / Innovative = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
b)	Provide a plan for Beverage Variety – including soft drinks (fresh and bottled), wine lists, spirits, etc. The plan should include cost of sales and pricing planning.	Extensive / Innovative = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	0.5%	
e)	Provide a plan for dining ambiance, dining venue variety (bush dinners, boma dinners, sundowners, etc). Innovate ideas to distinguish from other concessions and competitive facilities are encouraged.	Extensive / Innovative = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.0%	
<b>2.2.7</b>	<b>Health and Safety Planning</b>		<b>3.0%</b>	
a)	Hygiene audits – The Bidder agrees to undertake at least 4 hygiene audits a year performed by a hygiene audit supplier with an ISO 17025 accreditation. The Private Operator agrees to address issues outlined in the hygiene audit findings report and will agree to achieve at least 75% on all audit results. The full report of hygiene audits will be submitted to SANParks for record and monitoring compliance. Bidder also agrees to co-operate with SANParks in compilation of Health & Safety monitoring checklist which is to be used in continuous monitoring of the health and safety of Concession.	Agree – 100% Disagree – 0	0.75%	
b)	Emergency evacuation plans. To be provided as part of the design plans specified in 2.2.8.	Excellent = 100% Reasonable = 50% Poor = 0	0.75%	
c)	Waste management/recycling plan including a cleaning procedures and products plan. To be provided as part of the design plans specified in 2.2.8.	Excellent = 100% Reasonable = 50% Poor = 0	0.75%	
e)	Safety procedures plan, with specific reference to managing the safety of guests and staff. To be provided as part of the design plans specified in 2.2.8.	Excellent = 100% Reasonable = 50% Poor = 0	0.75%	
<b>2.2.8</b>	<b>Bidder's Concession Development Plan</b>		<b>8.0%</b>	
a)	Facility style, standard and design plan. This plan should clearly link back to the product and facility planning in 2.2.1.a. The plan should provide actual designs, style boards and layout plans. This is required	Excellent = 100% Good = 75% Reasonable = 50%	3.0%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
	even if the footprint is not altered. It should clear articulate what is innovative and different and what is needed to ensure optimum rates and occupancies for the target markets. Essentially the design should be the best use of the assets for both SANParks and the Concessionaire's benefit.	Limited = 25% Poor = 0		
b)	Infrastructure Development Plan. This plan should provide details on building and refurbishment of all infrastructure including but not limited to roads, bridges, sewerage systems, energy provision solutions, water treatment systems, wastewater treatment systems, water drainage systems, WIFI, boreholes (if appropriate), etc.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	3.0%	
c)	Capital expenditure plan. This should link to the design plan in 2.2.8.a and the infrastructure plan in 2.2.8.b, and for the basis of the capital plan in 1.2.1a. It should show the expenditure at the start of the Concession contract period and over time. It should clear articulate what is needed to keep the Concession facility in a condition that could achieve optimum rates and occupancies.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.0%	
<b>2.2.9</b>	<b>Proposed organisational and staffing structures</b>		<b>8.0%</b>	
a)	Proposed management structure and policies including details of management positions, employment policies and recruitment policies. Particularly indicate key staff qualifications and how succession will be planned. Particularly relate this plan back to the B-BBEE Scorecard.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
b)	Staffing plan, including details of numbers of permanent and part-time staff, recruitment policies, employment policies and socio-economic goals with employment. Particularly relate this plan back to the B-BBEE Scorecard.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.0%	
c)	Staff payment plans, including salaries by level/position, incentives and bonuses and other benefits. Payment plans should indicate salary bands for positions and likely increases over time of the contract. The plans should also show a benchmark of the salaries to similar facilities in the KNP or surrounds.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
d)	Training and transfer of knowledge/expertise plans. Particularly relate this plan back to the B-BBEE scorecard training and development specifications. The plan should cover training by level of staff and broad type of positions, including the type and frequency of training. The plan should also indicate if training is within the group or provided by an external supplier and if qualifications/certifications would be provided for training. The plan should clearly articulate what training is to be provided to enhance the service and operations of the Concession.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.0%	
e)	Proposed disciplinary procedures. The plan should include clear procedures by type of disciplinary cause as well as the proposed remedy and timing for remedy.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	0.5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
f)	Staff Transport Plans. This plan needs to be connected to the staff housing plan in 2.2.2.9.g. The transport plan needs to indicate the number of staff to be transported, the type of transport and the time of transport. It should also reflect where transport goes to on leaving the KNP. The purpose of the plan is to balance transport and housing needs to ensure overall better service to guests but also working conditions for the staff.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.0%	
g)	Staff Housing (including design). The plan particularly needs to indicate how staff housing will be improved (not just in rooms but also in staff public areas for staff in the housing area and in the lodges) in both quality and quantity. If housing is to be provided off-site (outside of the KNP) please include this in the plan and connect to the transport plan in 2.2.9.f. The purpose of this plan together with the transport plan is to improve the working conditions of the staff whilst at the same time balancing out the needs of guest service.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.0%	
h)	HIV Aids Policy	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	0.5%	
<b>2.2.10</b>	<b>Systems and Procedures Plans</b>		<b>2.5%</b>	
a)	Information Technology and Digital Innovation Systems and Policies Plan. This plan should link back to the bookings and reservations systems and plan in 2.2.3. The plan should include integrated operations (financial, staff, technical) and marketing/reservations systems.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2%	
b)	Procurement policy plan. This plan should link to financial plans and pricing policies. It should also link to the B-BBEE Scorecard.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.25%	
c)	Banking and payment procedures and policies plan (including payments received and made). This should link to the integrated IT systems as well as the procurement policy.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.25%	
<b>2.2.11</b>	<b>Maintenance Plan</b>		<b>2.5%</b>	
a)	Detailed preventative maintenance plan over the Concession period including the following: interior maintenance (extractor cleaning processions, air-conditioners, compressors, furniture and fittings, electrical maintenance, appliances, electrical light fittings, ceilings, sanitary ware, tiling, plastering, painting, tiling, geysers, etc), exterior maintenance within the Concession area (roads, bridges, sewerage systems, water drainage systems, etc). This plan should link to the design plan in 2.2.8.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
<b>3</b>	<b>ENVIRONMENTAL PROPOSAL</b>			<b>20</b>
<b>3.1</b>	<b>Environmental Responsibility</b>		<b>8%</b>	
<b>3.1.1</b>	The Bidder acknowledges that SANParks has an active role to play in Responsible Tourism and expects the same from Private Parties that operates in National Parks. SANParks subscribes to the minimum standard of Responsible Tourism (SANS 1162) and expects the same from Private Parties that operates commercial outlets in National Parks. The Bidder must include a statement as part of their Environmental Proposal, confirming that they will comply with the minimum standards of Responsible Tourism (SANS 1162).	Provided = 100% Not provided = 0%	2.0%	
<b>3.1.2</b>	The Bidder to provide a plan as part of their Environmental Proposal, which details how they will conduct, manage and carry out the Concession Opportunity at all times in an Environmentally responsible way by adopting appropriate operating methods and practices for conducting such a Concession Opportunity in a proclaimed National Park.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	3.0%	
<b>3.1.3</b>	The Bidder to provide a plan as part of their Environmental Proposal showing that they will take all reasonable steps in conducting of the Concession Opportunity 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 public. The plan should take into consideration the requirement as detailed in the Health and Safety Plan as per section 2.2.7.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	3.0%	
<b>3.2</b>	<b>Regulations</b>		<b>8%</b>	
<b>3.2.1</b>	The Bidder must comply with all Environmental Regulations and Guidelines for SANParks and South Africa, and any amendments thereto.  The Bidder must include a statement as part of their Environmental Proposal.	Provided = 100% Not provided = 0%	3.0%	
<b>3.2.2</b>	The Bidder to provide a plan as part of their Environmental Proposal, which details how they propose to comply with its statutory duties in terms of the Environmental Laws and to take reasonable measures to prevent pollution or degradation from occurring, continuing or recurring or, in so far as such harm to the Environment is authorized by SANParks, to minimize and rectify such pollution or degradation of the Environment.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	5.0%	
<b>3.3</b>	<b>Environmental Impact</b>		<b>8%</b>	
<b>3.3.1</b>	Confirmation that all legislative requirements including Environmental Impact Assessment (EIA) or Basic Assessment (BA) requirements are understood and will be complied with, including bringing to the attention of SANParks any matter which may, in its view, have a detrimental impact on the Environment within	Provided = 100% Not provided = 0%	8.0%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
	Concession Precinct Area and the Protected Area. The confirmation must be provided in the Environmental Plan.			
<b>3.4</b>	<b>Code of Conduct</b>		<b>8%</b>	
<b>3.4.1</b>	The Bidder undertakes as part of their Environmental Plan, to regularly induct all staff employed on the KNP's Environmental Code of Conduct. This should form part of the training specified in section 2.2.9(d).	Provided = 100% Not provided = 0%	4.0%	
<b>3.4.2</b>	The Bidder to provide a statement as part of their Environmental Plan, that confirms that they understand and will comply with the KNP's Environmental Code of Conduct.	Provided = 100% Not provided = 0%	4.0%	
<b>3.5</b>	<b>Solid Waste Management</b>		<b>8%</b>	
<b>3.5.1</b>	The Bidder shall provide Solid Waste Management Plan and Policies. The Bidder undertakes to manage all waste that is generated in such a way that direct and indirect impacts are kept to a minimum.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	4.0%	
<b>3.5.2</b>	The Bidder undertakes to manage liquid waste in accordance with national and local legislation requirements.	Provided = 100% Not provided = 0%	1.0%	
<b>3.5.3</b>	The Bidder undertakes to achieve Solid Waste Management Best Practices which implies the following: <ul style="list-style-type: none"> <li>Manage solid waste from source to disposal (use of green bags for recycle waste and black bags for non-recycle waste as per KNP Waste management system);</li> <li>Strive to eliminate non-recyclable or hazardous packaging or containers at the procurement phase;</li> </ul>	Provided = 100% Not provided = 0%	1.0%	
<b>3.5.4</b>	The Bidder undertakes not to dump and/or dispose of waste anywhere other than at the authorised waste site as per the KNP's Waste Management System or as otherwise authorised by SANParks.	Provided = 100% Not provided = 0%	1.0%	
<b>3.5.5</b>	The Bidder undertakes to include the following policies in their waste management plan: <ul style="list-style-type: none"> <li>Green Procurement Policy: This policy defines the procedures that the Bidder will implement to ensure that all produce, containers and packaging comes from suppliers that under-write environmental principles, and that waste be recyclable as far as possible;</li> <li>Hazardous Waste Policy: The Hazardous Waste Policy defines procedures that the Bidder will implement to manage any hazardous waste, to ensure that it is firstly</li> </ul>	Provided = 100% Not provided = 0%	1.0%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
	minimized, but also that it is stored and discarded in a safe and legal way.			
	<i>Note: The Bidder should refer to the Information Memorandum for more detail in relation to Solid Waste Requirements.</i>			
<b>3.6</b>	<b>Liquid Waste Management (sewerage and grey water)</b>		<b>7%</b>	
<b>3.6.1</b>	The Bidder shall provide Liquid Waste Management Plan and Policies. Liquid waste must be managed to ensure that direct and/or indirect impacts are kept to a minimum.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.0%	
<b>3.6.2</b>	The Bidder undertakes to manage liquid waste in accordance with national and local legislation requirements.	Provided = 100% Not provided = 0%	1.0%	
<b>3.6.3</b>	The Bidder undertakes to achieve Liquid Waste Management Best Practices.	Provided = 100% Not provided = 0%	1.0%	
<b>3.6.4</b>	The Bidder undertakes to design management techniques to be both economically viable and environmentally sustainable.	Provided = 100% Not provided = 0%	1.0%	
<b>3.6.5</b>	The Bidder undertakes to implement waste procedures that optimize the principles of waste reduction and waste recycling and ensures that the end product does not pollute the environment.	Provided = 100% Not provided = 0%	1.0%	
<b>3.6.6</b>	The Bidder undertakes to install a grease trap for: <ul style="list-style-type: none"> <li>• Pot and Rinse Sinks attached to Dish Washers;</li> <li>• Fixtures or drains through which significant amount of fats, oils or grease may be introduced;</li> <li>• Soup Kettles or similar devices;</li> <li>• All sinks that are used to clean any dishes, pots, pans or cooking utensils.</li> </ul>	Provided = 100% Not provided = 0%	1.0%	
<b>3.6.7</b>	The Bidder undertakes to implement processes and procedures which stipulates the following: <ul style="list-style-type: none"> <li>• Kitchen staff should inspect grease traps and interceptors at least monthly and maintain a log sheet of each trap inspection detailing condition of the trap and any maintenance activity;</li> <li>• that grease traps are cleaned when 25% of the liquid level of the trap is grease or oil; and</li> <li>• That waste recovered from the grease traps be removed from the park and disposed of at an authorized facility.</li> </ul>	Provided = 100% Not provided = 0%	1.0%	
	<i>Note: The Bidder should refer to the Information Memorandum for more detail in relation to Liquid Waste Requirements.</i>			
<b>3.7</b>	<b>Water Management and Guidelines</b>		<b>7%</b>	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
3.7.1	<p>The Bidder undertakes to provide a Water Management Plan and Policies, to implement water conservation measures in the design and implementation of their operations comprising of:</p> <ul style="list-style-type: none"> <li>• Monitor the use of water;</li> <li>• Educate staff via on-site notices on the use of water;</li> <li>• Set water usage targets (monitored weekly/monthly) and manage these targets;</li> <li>• Aim to avoid accidental loss through effective maintenance, installing quality storage and reticulation systems and implementing leak detection systems.</li> </ul> <p><i>Note: The Bidder should refer to the Information Memorandum for more detail in relation to Water Management and Guidelines.</i></p>	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	7.0%	
<b>3.8</b>	<b>Chemical Substances</b>		<b>6%</b>	
3.8.1	The Bidder (including staff of the Bidder) undertakes to not sell or use any of the chemicals that are banned from use in National Parks (as determined by any Environmental Manager in National Parks). The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	2.0%	
3.8.2	The Bidder acknowledges that all chemicals listed as "Prohibited" may not be brought into, sold or used in any National Park. The products include items such as Rattex, Finale, Dyant, Doom and Target (an extensive list is available from the Project Officer). The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	1.0%	
3.8.3	The Bidder undertakes to ensure safe storage and disposal of chemicals and their containers. The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	1.0%	
3.8.4	The Bidder undertakes to have a specific disposal system for toxic or other waste regarded as being dangerous under supervision of the Technical Services Department. The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	1.0%	
3.8.5	The Bidder undertakes to use environmentally friendly and biodegradable detergents and cleaning agents. The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	1.0%	
	<i>Note: The Bidder should refer to the Information Memorandum for more detail in relation to Chemical Substances requirements.</i>			
<b>3.9</b>	<b>Pest Control</b>		<b>8%</b>	
3.9.1	The Bidder undertakes to comply with the integrated pest management plan as provided by SANParks. The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	3.0%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
3.9.2	Where and if required the Bidder undertakes to control bats as outlined in the SANParks Bat Management Plan. The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	2.5%	
3.9.3	The Bidder undertakes to make use of preferred pest control chemicals as outlined in the SANParks Pest Control Report. The Bidder shall provide a statement in their Environmental Plan.	Provided = 100% Not provided = 0%	2.5%	
	<i>Note: The Bidder should refer to the Information Memorandum for more detail in relation to pest control requirements.</i>			
<b>3.10</b>	<b>Visual Impacts</b>		<b>8%</b>	
3.10.1	The Bidder must provide a description of all building materials they intend to use (where applicable) for all structures and obtain approval from SANParks.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	2.5%	
3.10.2	The Bidder must provide a description of efforts to minimise the visual impacts of the development, including lighting.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
3.10.3	The Bidder must provide locations of lightning arrestors and radio masts (where applicable) and how the visual impacts of these will be minimised.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
3.10.4	The Bidder must specifically outline how brand signage and colours will be mitigated to complement the environment (colours to be used to paint the train should be limited to maroon, dark green or beige).	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	1.5%	
3.10.5	The Bidder undertakes to implement mitigation measures in order to reduce the visual impact in the park.	Provided = 100% Not provided = 0%	1.0%	
	<i>Note: The Bidder should refer to the Information Memorandum for more detail in relation to Visual Impact requirements.</i>			
<b>3.11</b>	<b>Monitoring</b>		<b>8%</b>	
3.11.1	The Bidder agrees to cooperate with SANParks in compiling a monitoring checklist that encompasses all environmental conditions. The checklist would be used for auditing purposes and would be conducted once every 6 months.	Provided = 100% Not provided = 0%	2.0%	
3.11.2	The Bidder shall appoint an independent Environmental Control Officer (ECO) to perform quarterly audits, ensuring compliance with the environmental authorisation or any other relevant conservation aspects of managing the Concession.	Provided = 100% Not provided = 0%	3.0%	

#	FUNCTIONALITY EVALUATION CRITERIA	SCORING	MAXIMUM SUBTOTAL / WEIGHTING	MAXIMUM TOTAL
3.11.13	The Bidder agrees that SANParks will monitor, evaluate and score the operations (based on the line items in the checklist) and that a score of less than 85% for three (3) consecutive audits would imply material breach of the PPP Agreement.	Provided = 100% Not provided = 0%	3.0%	
3.12	<b>Energy Use</b>		<b>8%</b>	
3.12.1	The Bidder to provide a plan detailing how they intend to measure energy use and continuously aim to implement measures to reduce energy usage until optimal levels are reached. The plan should consider Industry Best Practice and indicate how the Bidder will future proof its solution for energy provision for the Concession period.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	8.0%	
	<i>Note: The Bidder should refer to the Information Memorandum for more detail in relation to Energy Conditions and Requirements.</i>			
3.13	<b>Off Road Game Driving Provision</b>		<b>8%</b>	
3.13.1	The Bidder to provide a plan showing how they will undertake the game driving activities, considering all requirements specified in the Information Memorandum.	Excellent = 100% Good = 75% Reasonable = 50% Limited = 25% Poor = 0	8.0%	
<b>4</b>	<b>RISK MATRIX</b>			<b>10</b>
4.1	Does the bidder commit to the RFP's required risk allocation for the project? (see below for matrix)	Fully = 100% Partially = 50% Not at all = 0	<b>100%</b>	
	<b>Total functionality points</b>			<b>100</b>
	<b>Minimum threshold</b>			<b>80</b>

### 23.3 Suggested Cashflow Spreadsheet format for point 1.2.3 of the Functionality Schedule:

*This may be in a spreadsheet format of the Bidder's choice, but must at least present the following:*

	Start-up R'000	Year 1 R'000	Year 2 R'000	Year 3 R'000	Year 4 R'000	Year 5 R'000	Year 6 R'000	Year 7 R'000
Cash inflows								
Owners' capital								

Loans received								
Grants received								
Cash from sales and other operating revenue								
Cash from other sources								
<b>Total cash inflow (A)</b>								
Cash outflows								
Project costs and start-up expenses								
Salaries, wages, and staff costs								
All other operating costs and expenses								
Loan repayments								

23.4 Risk Matrix as per point 4 of the Functionality Schedule:

*Please note that the wording of the risk must not be changed. The Bidder must populate the following columns for each risk:*

## CONCESSIONAIRE RISK MATRIX

Item	Risk Type	General description of risk	Project-specific risk	Mitigation measures	Risk Allocation: Private Party %	Risk Allocation : SANParks %
1.	Capex over-run Risk	The possibility that the actual improvement costs will exceed projected costs				
2.	Default Risk	Risk associated with the non-compliance of the PPP agreement contractual obligation				
3.	EIA Risk	The risk that the EIA transfer required from DFFE from the current SPV holder to the new Concessionaire is not obtained or takes a longer than prescribed by DFFE				
4.	Environmental Risk	The risk of liability for losses caused by environmental damage arising during the improvement and operational phases of the concession and compliance with restriction on water and waste management.				
5.	Exchange Rate Risk	The possibility that the exchange rate fluctuations will impact on the viability of the concession				
6.	Financial Risk	The risk that Revenue, capex and opex are incorrectly projected, tax obligations may not have been fully taken into account or may change;				
7.	Financing Risk	The risk that the required capital may not be raised; loans may not be able to be repaid; fluctuating inflation, interest rates, and currencies may affect assumptions				
8.	Force Majeure Risk	The possibility that the occurrence of unexpected events beyond the control of either party affect both the improvement and operation of the concession				

## CONCESSIONAIRE RISK MATRIX

Item	Risk Type	General description of risk	Project-specific risk	Mitigation measures	Risk Allocation: Private Party %	Risk Allocation : SANParks %
9.	Handover Risk	Risk that there are delays in the handover from the existing concessionaire or dispute				
10.	Inflation Risk	The possibility that the actual inflation rate may exceed the projected inflation rate				
11.	Infrastructure risk	The risk that infrastructure leading to and within the concession is inadequate affecting both Improvements and operations to the concession.				
12.	Insolvency Risk	The possibility of insolvency of the Private Party				
13.	Insurance Risk	The risk of substantial increases in insurance premiums and/or costs related to excess payments. Underwriting risks associated with the concession operation and infrastructure				
14.	Interest Rate Risk	The possibility of interest rate fluctuations affecting the availability and cost of funding				
15.	Maintenance Risk	The possibility that the cost of maintenance exceeds the projected maintenance costs				
16.	Market, demand or volume Risk	The possibility that the market demand and rates for the service generated by the concession may be less than anticipated				
17.	Operating Risk	Factors impacting on the operating requirements of the concession and related expenditure				
18.	Planning Risk	The risk that the proposed concessionaire project plan is not achieved				

## CONCESSIONAIRE RISK MATRIX

Item	Risk Type	General description of risk	Project-specific risk	Mitigation measures	Risk Allocation: Private Party %	Risk Allocation : SANParks %
19.	Political Risk	The possibility of unforeseeable decisions and conduct by Government				
20.	Product improvement completion Risk	The risk that property improvements identified by the bidder cannot be completed on time				
21.	Regulatory Risk	The risk of changes in the authority governing the jurisdiction of the concession. (i.e. Increased involvement on local government) The possibility that the proposed use of the State Asset will not comply to the applicable legislation				
22.	Residual value risk	The risk that the assets are not in the prescribed condition in relation to the residual value claimed				
23.	Resource or input Risk	The risk of shortage and delays in the supply of resources to the concession				
24.	Safety Risk	The risk to guests, staff and suppliers associated with operating a concession within a protected conservation area.				
25.	Social Unrest Risk	Risk associated with civil unrest, strikes impacting operations and access to the concession				
26.	Tax Risk	The possibility that changes in applicable tax laws decrease the anticipated return on investment				
27.	Utilities Risk	The possibility that the utilities required for improvements and operation may not be available or delayed				

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## 24. ANNEXURE 3 – B-BBEE OBLIGATIONS

### 24.1 B-BEE and Socio-Economic Transformation Objectives

24.1.1 SANParks has developed the B-BBEE Project Scorecard which will be the basis for evaluation and allocation of points for bidders' commitments for the identified Specific Goals for the Project.

24.1.2 In designing the B-BBEE Project Scorecard, SANParks had regard of the following policy framework and legislation:

24.1.2.1 Constitution of the Republic of South Africa;

24.1.2.2 Preferential Procurement Policy Framework Act;

24.1.2.3 B-BBEE Act;

24.1.2.4 B-BBEE Codes for PPPs;

24.1.2.5 Tourism Sector Codes;

24.1.2.6 National Treasury Toolkit for PPP;

24.1.2.7 National Treasury Guidelines on BEE;

24.1.2.8 National Development Plan;

24.1.2.9 SANParks Commercialisation Strategy; and

24.1.2.10 SANParks Beneficiation Scheme.

24.1.3 SANParks' identified Specific Goals (B-BBEE and socio-economic transformation objectives) for this Project are informed by and seek to address the following challenges within the Tourism Sector:

24.1.3.1 structural economic imbalances within the Tourism Sector;

24.1.3.2 limited opening of the market for new entrants;

24.1.3.3 limited representation of Black People in higher management structures;

24.1.3.4 transformation taking place at a slow pace, particularly at an ownership level;

- 24.1.3.5 targets for procurement are in general not being met and minimal support to black-owned enterprises; and
- 24.1.3.6 other the challenges faced which include:
  - 24.1.3.6.1 lack of skills and experience at an SMME level;
  - 24.1.3.6.2 limitations of access to finance;
  - 24.1.3.6.3 market access for SMMEs; and
  - 24.1.3.6.4 limited procurement opportunities for SMMEs due to lack of partnership and collaboration between stakeholders.
- 24.1.4 These commitments will become binding in the PPP Agreement and Bidders will have an obligation to comply with the Bid Offer Compliance Targets for the duration of the PPP Agreement, and will be required to demonstrate compliance in accordance with the monitoring and reporting obligations.

## 24.2 **B-BBEE and Socio-Economic Transformation Requirements**

- 24.2.1 Bidders, as part of Bid submission are required to prepare and provide a B-BBEE and socio-economic transformation proposal and/or commitment for achievement of the objectives identified in the B-BBEE Project Scorecard. Bidders are required to indicate their commitments in the “Bid Offer Compliance Target” column in the B-BBEE Project Scorecard as part of the Bidders B-BBEE and socio-economic transformation proposal.
- 24.2.2 In evaluating the Bids, the PPPFA 90/10 system will be applied, where 90 points will be allocated for Bidders Financial Proposal and 10 points will be allocated for Bidders compliance with the B-BBEE Project Scorecard.
- 24.2.3 Bidders will be evaluated on the basis of their B-BBEE and socio-economic transformation proposal provided.
- 24.2.4 Bidder B-BEE and socio-economic transformation proposal must demonstrate how the Bid Offer Compliance Targets will be met in line with the timelines stipulated herein below.

### **B-BBEE Project Scorecard:**

ELEMENT	Element Weighting	Sub-element Weighting	Measurement Category and Criteria	Target	Bid Offer Compliance Target Year 1	Bid Offer Compliance Target Year 3
<b>Ownership</b>	33.3 points or 30%	16.7 points or 50%	Percentage share of exercisable voting rights and economic benefit as reflected by direct shareholding by Black People in the Private Party, to which Black People are entitled.	40%		
		8.35 points or 25%	Percentage share of exercisable voting rights and economic benefit as reflected by direct shareholding by Black Women/Youth in the Private Party, to which Black Women/Youth are entitled.	40%		
		8.35 points or 25%	Percentage share of exercisable voting rights and economic benefit as reflected by direct shareholding by Black Women/Youth in the local community in the Private Party.	15%		
<b>Management Control &amp; Employment Equity</b>	30 points or 27%	2.5 points or 8%	Black People as a percentage of board of all directors in the Private Party.	50%		
		2 points or 7%	Black Women as a percentage of board of all directors in the Private Party.	30%		
		2.5 points or 8%	Black People as a percentage of executive management in the Private Party	50%		
		2 points or 7%	Black Women as percentage of executive management in the Private Party	30%		

ELEMENT	Element Weighting	Sub-element Weighting	Measurement Category and Criteria	Target	Bid Offer Compliance Target Year 1	Bid Offer Compliance Target Year 3
		2.5 points or 8%	Black People as a percentage of middle management in the Private Party.	70%		
		2 points or 7%	Black Women as a percentage of middle management in the Private Party	40%		
		2.5 points or 8%	Black People as a percentage of junior management & supervisors in the Private Party.	70%		
		2 points or 7%	Black Women as a percentage of junior management & supervisors in the Private Party.	40%		
		2 points or 7%	Local Black Women/Youth as a percentage of junior management & supervisors in the Private Party.	45%		
		2 points or 7%	Black People as a percentage of total staff	75%		
		2 points or 7%	Black Women as a percentage of total staff	40%		
		3 points or 10%	Local Black People as a percentage of total staff	70%		
		3 points or 10%	Local Black Women/Youth as a percentage of total staff	45%		
<b>Skills Development</b>	12 points or 11%	3.5 points or 29%	Skills Development Expenditure on Learning Programmes specified in the Learning Programme Matrix for Black People in any of the	3% of Payroll		

ELEMENT	Element Weighting	Sub-element Weighting	Measurement Category and Criteria	Target	Bid Offer Compliance Target Year 1	Bid Offer Compliance Target Year 3
			<p>following three tourism sub-sectors as a percentage of Leviaible Amount:</p> <ul style="list-style-type: none"> <li>- Accommodation;</li> <li>- Hospitality and related services;</li> <li>- Travel and related services.</li> </ul> <p>(Targets for Black People must be split according to the Economically Active Population)</p>			
		3.5 points or 29%	<p>Number of Black Employees participating in Learnerships, Apprenticeships and Internships paid for by the measured entity as a percentage of total Employees</p> <p>(Targets for Black People must be split according to the Economically Active Population)</p>	75%		
		3.5 points or 29%	<p>Number of learnerships as a percentage of total employees (of which all should go to local black women &amp; youth unemployed learners)</p>	5%		
		1.5 points or 13%	<p>Number of Black Learners participating in Learnerships, Apprenticeships and Internships paid for by the measured entity as a percentage of number of total Employees</p> <p>Targets for Black People must be split according to the</p>	80%		

ELEMENT	Element Weighting	Sub-element Weighting	Measurement Category and Criteria	Target	Bid Offer Compliance Target Year 1	Bid Offer Compliance Target Year 3
			Economically Active Population			
<b>Preferential Procurement &amp; Enterprise &amp; Supplier Development</b>	31 points or 28%	<b>Preferential Procurement: 15.5 points or 50%</b>				
		3.0 points or 19%	B-BBEE Procurement Spend from all Empowering Suppliers based on the B-BBEE Procurement Recognition Levels 1 and 2 as a percentage of Total Measured Procurement Spend	60%		
		2.25 points or 14.5%	B-BBEE Procurement Spend from all local community Empowering Suppliers that are Qualifying Small Enterprises based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend (50% Black Women & Youth Owned)	15%		
		2.25 points or 14.5%	B-BBEE Procurement Spend from all local community Exempted Micro Enterprises based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend (EMEs (50% Black Women & Youth Owned)	15%		
		4 points or 26%	B-BBEE Procurement Spend from Empowering Suppliers that are at	40%		

ELEMENT	Element Weighting	Sub-element Weighting	Measurement Category and Criteria	Target	Bid Offer Compliance Target Year 1	Bid Offer Compliance Target Year 3
			least 51% Black Owned based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend			
		4 points or 26%	B-BBEE Procurement Spend from Empowering Suppliers that are at least 51% Black Women/Youth Owned based on the applicable B-BBEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	25%		
<b>Enterprise Supplier Development: 15.5 points or 50%</b>						
		7.75 points or 50%	Annual value of all qualifying Supplier Development contributions to local community entities made by the measured entity as a percentage of the target	3% of NPAT		
		7.75 points or 50%	Annual value of all qualifying Enterprise Development contributions and Sector Specific Contributions to local community entities made by the measured entity as a percentage of the target	0.5% of NPAT		
			The SPV must implement a minimum number of Enterprise Development			

ELEMENT	Element Weighting	Sub-element Weighting	Measurement Category and Criteria	Target	Bid Offer Compliance Target Year 1	Bid Offer Compliance Target Year 3
			programmes over the duration of the contract. Minimum 4 per 10-year period.			
<b>Social Development</b>	4 or 4%	2 points or 50%	Annual value of all local Qualifying Socio-Economic Development contributions by the measured entity as a percentage of the target	0.5% of NPAT		
		2 points or 50%	Mandatory contribution CSI to SANParks	0.5% of NPAT		
<b>Total BEE Points</b>	<b>111</b>					

### 24.3 B-BBEE and Socio-Economic Targets and Timelines

Timeline (Year)	Year 1	Year 3 – 20
<b>Minimum Contributor Status Level</b>	Level 4 to 1  (SPV B-BBEE Certificate based on the B-BBEE Project Scorecard)	Level 2 to 1  (SPV B-BBEE Certificate based on the B-BBEE Project Scorecard)

24.3.1 Bidder must be at least a level 4 Consolidated B-BBEE Certificate at the time of bid offering.

24.3.2 From year 3 (three) from the effective date of the PPP Agreement, the Bidder must attain at least a level 2 B-BBEE Contributor Status Level based on the B-BBEE Project Scorecard which must be maintained throughout the term of the PPP Agreement.

**25. ANNEXURE 4 – PPP FEE OFFER**

**25.1 Important note to Bidders**

- 25.1.1 Information on the PPP Fee Offer must be contained in Envelope 2 and is not to be submitted in Envelope 1 (with the functionality and B-BBEE proposals) and not be submitted on the USB drive.
- 25.1.2 Bidders must present the PPP Fee Offer in the form of a letter on the bidder’s letterhead as follows, inserting the bidder’s name and the percentage of gross revenue for the variable PPP bid as indicated below.
- 25.1.3 Please note: SANParks will not consider a minimum fixed rental PPP fee of less than R390 000 per month in the first full year of operations and R530 000 per month in the second full year of operations. The Private Party should take this into consideration in developing its PPP fee offer.

**25.2 Form of Letter**

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 OFFER	
Per Month (Excl VAT)	Per Annum (Excl VAT)
[•]	[•]

*Please note: SANParks will not consider a minimum fixed rental PPP fee of less than R390 000 per month in the first full year of operations and R530 000 per month in the second full year of operations. The Private Party should take this into consideration in developing its PPP fee offer.*

The Variable PPP Fee bid by [name of bidder] is \_\_\_\_\_[percentage]% 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	Year 6	Year 7*
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 25-year 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: \_\_\_\_\_

Title: \_\_\_\_\_

26. **ANNEXURE 5 - PPP AGREEMENT**

26.1 The PPP Agreement does not form part of the RFP but will be available on the SANParks website: [www.sanparks.org](http://www.sanparks.org) from **[17 September 2024]**.

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**27. ANNEXURE 6 – BID COVER SHEETS**

27.1 Cover sheets which include the following information must be attached to each Envelope:

**Bid for the commercial use of the Jakkalsbessie Concession in the Kruger National Park through a PPP Agreement (ORIGINALS).**

**ENVELOPE 1: TECHNICAL PROPOSAL**

Name of bidder:

Postal address:

Street address:

Telephone:

Cell phone:

Fax:

Contact person:

Email address:

Signature of bidder:

Date:

Capacity under which bid is signed:

*Signature of this document means that the bidder accepts the terms and conditions of this bid.  
Failure by the bidder to sign this form may disqualify the bid.*

**Bid for the commercial use of the Jakkalsbessie Concession in the Kruger National Park through a PPP agreement.**

**ENVELOPE 2: PPP FEE OFFER AND B-BBEE PROPOSAL**

Name of bidder:

Postal address:

Street address:

Telephone:

Cell phone:

Fax:

Contact person:

Email address:

Signature of bidder:

Date:

Capacity under which bid is signed:

*Signature of this document means that the bidder accepts the terms and conditions of this bid.  
Failure by the bidder to sign this form may disqualify the bid.*

**28. ANNEXURE 7 - ACCEPTABLE WORDING OF BID AND PERFORMANCE BOND**

To: South African National Parks

[Name of bidder] (“the bidder”) is to submit to SANParks a bid to enter into PPP agreement with SANParks for the purpose of the development, refurbishment, finance and operation of the Jakkalsbessie Concession in the Kruger National Park;

And you require the bidder to include in the bid a bond for the amount of R 500,000 (Five hundred Thousand Rand);

And we have agreed to give you such a bond.

We hereby irrevocably and unconditionally undertake to pay you, upon your first written demand and without objection or argument, the sum of R 500,000 (Five hundred Thousand Rand), upon any or all of the following occurrences:

- any material misrepresentation made by the bidder in its bid submission or any other information and documentation submitted by it under the request for qualifications or the request for proposals;
- the withdrawal or modification of its bid during the period of bid validity;
- Any default or breach by the Private Party during the term of the agreement; and
- Any event caused by the Private Party that resulted in losses to SANParks.

The bond is valid from Bid Submission until the expiry of the PPP Agreement.

This shall be governed by the laws of the Republic of South Africa.

**SIGNATURE AND SEAL**

Name of bank \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_

**29. ANNEXURE 8 - ACCEPTABLE WORDING OF RESIDUAL VALUE ACCEPTANCE AND UNDERTAKING FOR PAYMENT**

To: South African National Parks

[Name of bidder] ("the bidder") is to submit to SANParks a bid to enter into PPP agreement with SANParks for the purpose of the development, refurbishment, finance and operation of the Jakkalsbessie Concession in the Kruger National Park;

And you require the bidder to include in the bid an undertaking of payment of the Residual Value for immovable assets for the amount R58,152,231 (Fifty-Eight Million, One Hundred Fifty-Two Thousand, Two Hundred and Thirty-One Rand);

And we have agreed to pay such a Residual Value.

We hereby irrevocably and unconditionally undertake to pay you, upon your first written demand and without objection or argument, the sum of R58,152,231 (Fifty-Eight Million, One Hundred Fifty-Two Thousand, Two Hundred and Thirty-One Rand).

The Residual Value is valid from Bid Submission until the signature of the PPP Agreement unless otherwise communicated by SANParks.

This shall be governed by the laws of the Republic of South Africa.

SIGNATURE

Name of signatory\_\_\_\_\_

Name of SPV\_\_\_\_\_

Address\_\_\_\_\_

Date\_\_\_\_\_

### 30. ANNEXURE 9 – ASSISTANCE TO BIDDERS

#### 30.1 Financing Packages through State Institutions

The following schedule provides information on assistance to Bidders. The schedule provides a quick overview of incentive and loan schemes available to prospective tourism investors and institutions initiating PPPs. It is not exhaustive, and Bidders should undertake their own research.

##### Primary Funding Sources available

Entity	Description	Funding Criteria/Requirements	Contact Details
<b>NDT - Tourism Support Programme (TSP)</b>	Grant funding	<p>TSP is a reimbursable cash grant that aims to support the development of tourism enterprises that will stimulate job creation and increase the geographic spread of tourism investment.</p> <p>The grant is for the establishment or expansion of tourism operations such as:</p> <ul style="list-style-type: none"> <li>• accommodation services</li> <li>• passenger transport services</li> <li>• tour operators</li> <li>• cultural services</li> <li>• recreational and entertainment services.</li> </ul>	<p>Mr Tlhopane Nthatisi            Industrial Development            Telephone: 012 444 6583            Email: tnthatisi@tourism.gov.za            Email: tsp@tourism.gov.za            Website: www.tourism.gov.za</p>
<b>NDT - Social Responsibility Implementation Programme (SRIP)</b>	Grant funding	<p>SRIP is the job creation or the Expanded Public Works Programme (EPWP) of NDT. Potential projects are sourced by the department based on the identified tourism priority and focus areas, and in consultation with the provincial department which is</p>	<p>Tel: 012 444 6000            Website: www.tourism.gov.za</p>

		<p>responsible for tourism. SRIP provides funding support to the following projects:</p> <ul style="list-style-type: none"> <li>• Heritage tourism projects</li> <li>• Trails and adventure tourism</li> <li>• Recreational tourism</li> <li>• Accommodation – lodges, camp sites, resorts</li> <li>• Cultural Tourism</li> <li>• Niche tourism projects</li> <li>• Tourism information centres</li> </ul>	
<p><b>NDT and National Empowerment Fund - Tourism Transformation Fund (TTF)</b></p>	<p>Grant Funding</p>	<p>TTF is a dedicated capital investment mechanism to drive transformation in the tourism sector in a more direct and impactful manner that will not only assist small and micro black-owned tourism enterprises to expand and grow, but to catalyse the rise of a new generation of black-owned, youth, women and community-based tourism industrialists to take the sector to new heights.</p> <p>Requirements include:</p> <ul style="list-style-type: none"> <li>• Proven commercial viability and sustainability as per the NEF due diligence;</li> <li>• The Enterprise must be at least majority (51%) black-owned;</li> <li>• The enterprise must be black management controlled;</li> <li>• Shareholders must be operationally involved in the business;</li> <li>• Enterprises must be registered as a legal entity in South Africa in terms of</li> <li>• South African law;</li> </ul>	<p>Tel: 011 305 8000  Email: <a href="mailto:tourism@nefcorp.co.za">tourism@nefcorp.co.za</a>  Website: <a href="http://www.nefcorp.co.za">www.nefcorp.co.za</a></p>

		<ul style="list-style-type: none"> <li>• The enterprise must either be a black-owned Exempted Micro Enterprise (EME) or black owned Qualifying Small Enterprise (QSE) in terms of the Amended Tourism Broad-Based Black Economic Empowerment (B-BBEE) Sector Code.</li> <li>• The grant funding is applicable to greenfield and brownfield transactions in the tourism sector;</li> <li>• An applicant may be required to contribute 10% of the total funding application.</li> </ul>	
<b>Jobs Fund</b>	Grant funding	<p>The minimum grant size that will be considered by the Jobs Fund is R5 million. Job creation is a primary objective of the Fund and there are separate eligibility and impact criteria for the Fund. Applications first go through an initial evaluation and then move to the next stage once the minimum score has been achieved.</p> <p>The eligibility criteria are as follows:</p> <ul style="list-style-type: none"> <li>• Track record: well established, measured by a minimum of two years of operational experience at the time of applying.</li> <li>• Linked to the core business of the applicant: the initiative must be directly relevant to the applicant's business</li> <li>• Not dependant on an outstanding government or legal decision: Initiatives must not be dependent on outstanding</li> </ul>	<p>Tel: 012 406 9166</p> <p>Email: <a href="mailto:jobsfund@treasury.gov.za">jobsfund@treasury.gov.za</a></p>

		<p>government decisions of a strategic, financial, or regulatory nature.</p> <ul style="list-style-type: none"> <li>• Matched funding: provide matching funding at a minimum ratio of 1:1.</li> <li>• Explicit link to job creation: applicants should describe an explicit, credible link between the proposed initiative and the potential for job creation.</li> </ul>	
<b>Public Investment Corporation</b>		<p>Investments are limited to South African entities that derive the majority of their revenue from South Africa.</p> <p>Minimum investment size is R100 million.</p> <p>Ideal investment size is between R300 million and R500 million.</p> <p>Investments may comprise debt, equity, or a hybrid of both.</p>	<p>Tel: 012 742 3400/3560/2300 Email: info@pic.gov.za</p>
<b>Industrial Development Corporation</b>	Loan funding	<p>A comprehensive business plan is required as part of the funding application</p> <ul style="list-style-type: none"> <li>• The project/business must exhibit economic merit in terms of profitability and sustainability</li> <li>• Shareholders/owners are expected to make some financial contribution (the contribution of historically disadvantaged people under special circumstances may be lowered)</li> <li>• Security - the form and nature of which will relate to the applicant's specific circumstances</li> </ul>	<p>Tel: 011 269 3000 Website: www.idc.co.za</p>

<b>Green Tourism Incentive programme (GTIP) - IDC</b>	Grant funding	<p>GTIP assists private sector tourism enterprises in reducing the cost of investing in energy and water efficient operations, while increasing their profitability and operational sustainability in the long term.</p> <p>Grant funding is provided to qualifying small and micro enterprises on a sliding scale from 30% to 90% of the total cost of implementing qualifying resource efficiency interventions, which is capped at R 1 million.</p>	<p>Tel: 011 269 3000  Email: <a href="mailto:gtip@idc.co.za">gtip@idc.co.za</a>  Website: <a href="http://www.idc.co.za">www.idc.co.za</a></p>
<b>National Empowerment Fund</b>	Loan/equity funding	<p>The NEF provides loan/equity funding from R250 000 to R75 million.</p> <p>The project must be commercially viable.</p> <p>Preference is given to projects located in previously disadvantaged areas and community involvement is preferred.</p>	<p>Tel: 011 305 8000  Email: <a href="mailto:applications@necorp.co.za">applications@necorp.co.za</a>  Website: <a href="http://www.necorp.co.za">www.necorp.co.za</a></p>
<b>Business Partners Limited</b>	Loan funding	<p>Business Partners Limited provides business loans to all business owners who have a viable formal business and require financing for expansion, working capital, equipment, takeovers, property, franchises, or management buy-outs.</p> <p>The loans provided range from R500 000 to R50 million to all business owners who have a viable formal business.</p>	<p>Tel: 011 713 6600  Email: <a href="mailto:enquiries@businesspartners.co.za">enquiries@businesspartners.co.za</a>  Website: <a href="http://www.businesspartners.co.za">www.businesspartners.co.za</a></p>
<b>SEFA</b>		<p>SEFA provides directly to Small and Medium-sized Enterprises as well as Co-operatives operating in all sectors of the economy. The facilities range from a minimum of R50 000 to a maximum of R15 million.</p>	<p>Tel: 012 748 9600  Email: <a href="mailto:helpline@sefa.org.za">helpline@sefa.org.za</a>  Website: <a href="http://www.sefa.org.za">www.sefa.org.za</a></p>

### Other sources of financial assistance and Incentive Schemes

Provincial departments of economic development and tourism also provide facilitation support, grant funding for feasibility studies and projects. The table below provides a list of Other sources of financial assistance and incentives.

Institution	How it works	Benefits
Youth Employment Scheme	Under the scheme, businesses will create one-year paid positions for youth aged between 18 and 35 with a minimum paid stipend of R3,500 a month.	<ul style="list-style-type: none"> <li>• One-year paid positions for youth aged between 18 and 35.</li> <li>• Enhanced overall B-BBEE status with up to 2 levels for enterprises.</li> </ul>
CATHSSETA	CATHSSETA provide funding for bursaries, learnerships, internships and work integrated learning programmes. We also offer career advice.	Skills development and training
12J Tax Allowance - Venture Capital Company	Section 12J of the Income Tax Act allows an investor to deduct the full amount invested in a Section 12J VCC from their taxable income for the specific tax year. For example: if an investor invests R1 million into a Section 12J VCC (assuming a maximum marginal tax rate for an individual), the investor will receive a tax credit of R450,000 on the submission of their tax return for the year in which the investment is made. Effectively an investor's risk exposure will be 55% while earning a return on 100% of their investment.	The investor will benefit from both the tax deduction and a return on the investor's full investment.