



South African
NATIONAL PARKS

To develop, protect, expand, manage and promote a system of sustainable national parks that represents natural and cultural heritage assets, through innovation, excellence, responsible tourism and just socio-economic benefit for current and future generations.

30 October 2024

PPP OPPORTUNITIES ADVERTISED ON 15 SEPTEMBER 2024

SANParks is offering the following investment opportunities for Public Private Partnerships:

Opportunity Nr 1: To operate the lodge accommodation of the Jock of the Bushveld Concession in the Kruger National Park.

Opportunity Nr 2: To operate the lodge accommodation of the Mluwati Concession in the Kruger National Park.

Opportunity Nr 3: To operate the lodge accommodation of the Lwakahle Concession in the Kruger National Park.

Opportunity Nr 4: To operate the lodge accommodation of the Jakkalsbessie Concession in the Kruger National Park.

The following clauses in the Request for Proposals (“RFP”) issued by South African National Parks (“SANParks”) dated 13 September 2024 are incorrect or are amended:

|ai-|ais/richtersveld transfrontier

addo elephant

agulhas

augrabies falls

bontebok

camdeboo

golden gate highlands

karoo

kgalagadi transfrontier

knysna

kruger

mapungubwe

marakele

meerkat

mokala

mountain zebra

namaqua

table mountain

tankwa karoo

tsitsikamma

west coast

wilderness

ERRATUM/AMENDMENT 1:

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 = Points scored for price of tender under consideration

Pt = PPP Fee Offer under consideration

Pmin = Price of lowest acceptable tender”

The Corrected Clause 15.3.1 is as follows:

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 = Points scored for price of tender under consideration

Pt = PPP Fee Offer under consideration

Pmax = Price of highest acceptable tender”

ERRATUM/AMENDMENT 2

Points Awarded for Specific Goals

A maximum of 10 points will be awarded for specific goals.

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).

The Corrected clause and insertion is as follows:

A maximum of 10 points will be awarded for specific goals.

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 the table below, as must be supported by proof/ documentation stated in the conditions of this tender.

Net cash flow [A – B] before PPP fees and tax								
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** Adapt for the full period of the PPP*

ERRATUM/AMENDMENT 4:

Request for Proposal: Annexure 4: PPP Fee Offer Clause 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 Amended Request for Proposal Annexure 4 Clause 25.2 is as follows:

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, expressed as a minimum monetary value;
 or
 (b) the Variable PPP Fee, expressed as monetary value as calculated as percentage of aggregate gross revenue as defined in the PPP agreement for the relevant project year;
 (c) the minimum Variable PPP Fee, expressed as 65% of the monetary value projected in (b).

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)
[•]	[•]

Note to Bidders: Please note the different Minimum PPP Fee specification for each concession.

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:

1	2	3	4	5	6	7	8	9	10	11
Year	Number of Guest Beds	Occupancy	Average Rate	Forecasted Rooms Revenue	Other Revenue	Gross Revenue	Calculated Variable Concession Fee	Fixed Variable Concession Fee Commitment	Minimum Rental	Minimum Committed Concession Fee
				(2*3*65*3*4)		(5+6)	(7*Variable %)	(8*65%)		(max. 9 & 10)
1										
2										
3										
4										
5										
6*										
25										
										NPV Calculation

* Adapt for the 25-year term of the PPP.

Please note the above pro-forma table is to be used for Bidder evaluation purposes only. The evaluation of the PPP FEE offer for Bidding Purposes is undertaken as an NPV calculation over the 25-year period of the Value specified in Column 11.

Please note: The actual PPP Fees to be paid to SANParks will be the higher of the Minimum Committed Concession Fee and the Variable Percentage Offered of Actual Gross Revenue achieved.

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: _____

ERRATUM/AMENDMENT 5:

RFP Bid Clause 2.12.3 (in respect of number bid awards) intent remains the same but wording Clarified.

Original Wording:

4.12.3 SANParks reserves the right to award or select a Preferred Bidder for a maximum of two (2) Bids.

Revised Wording:

4.12.3 SANParks reserves the right to award or select the same Preferred Bidder for a maximum of two (2) Bids out of six (6) Concessions Subject to this Retender.

RFP Bid Clause 2.12.2 (in respect of number of bids submissions) intent revised:

Original Wording

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.

Revised Wording

4.12. 2 A Bidder may submit a bid response to a maximum of four (4) out of the four (4) Concessions (Defined as Cluster 1 of the Six KNP Concessions Retender).

PLEASE NOTE: this means that a Bidder will be able to bid for all six (6) concessions part of the 6 KNP Retender process but can only be appointed on two (2). To ensure clarity, it means that if a bidder is successful for 2 concessions in Cluster 1, then they cannot bid in Cluster 2; if a bidder is successful for 1 concessions in Cluster 1, then they can submit 1 bid in Cluster 2; if a bidder is unsuccessful for all 4 bids in Cluster 1, they can bid submit 2 bids in Cluster 2.

ERRATUM/AMENDMENT 6:

23.2 Of RFP Functionality Schedule - scoring under 2.2.11, Systems and Procedures Plan, does not add up to the total score shown of 2,5%.

The correct scoring is:

2.2.10 Systems and Procedures Plans					5.5
a) Information Technology and Digital Innovation Systems and Policies Plan.					2.5
b) Procurement policy plan.					1.5
c) Banking and payment procedures and policies plan					1.5

ERRATUM/AMENDMENT 7:

15.3.3 of RFP current wording “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.”

Revised wording: “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 did not score the highest points in term of price and preference.”

ERRATUM/AMENDMENT 8:
Annexure 3 (B-BBEE Obligations)
B-BBEE Scorecard

Original Wording –

Element	Element Weighting	Sub-Element Weighting	Measurement Category and Criteria	Target
Skills Development	12 points or 11%	3.5 points or 29%	“Number of Black Employees participating in Learnerships, Apprenticeships and Internships paid for by the measured entity as a percentage of total <u>Employees</u> ”	75%

Revised Wording –

Element	Element Weighting	Sub-Element Weighting	Measurement Category and Criteria	Target
Skills Development	12 points or 11%	3.5 points or 29%	“Number of Black Employees participating in Learnerships, Apprenticeships and Internships paid for by	75%

			the measured entity as a percentage of total <u>Employees participating in Learnerships, Apprenticeships and Internships</u> ”	
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Original Wording -

Element	Element Weighting	Sub-Element Weighting	Measurement Category and Criteria	Target
Skills Development	12 points or 11%	1.5 points or 13%	“Number of Black Learners participating in Learnerships, Apprenticeships and Internships paid for by the measured entity as a percentage of total <u>Employees.</u> ”	80%

Revised Wording -

Element	Element Weighting	Sub-Element Weighting	Measurement Category and Criteria	Target
Skills Development	12 points or 11%	1.5 points or 13%	“Number of Black Learners participating in Learnerships, Apprenticeships and Internships paid for by the measured entity as a percentage of total <u>Learners participating in Learnerships, Apprenticeships and Internships.</u> ”	80%

For further information, please contact the Business Development Unit on 012 426 5036.