

Tender No. GNP-044-24 Questions and Answers

Name of Service Provider	Questions	Answers
<p><b>JasJian Pty Ltd</b></p>	<p>1. Tender bid submission for this kind of countrywide Parks submission is very constrained, i.e. need more time to prepare and return a good bid for the kind of countrywide fuelling facilities operations.</p>	<p>The bid has been advertised for a period exceeding 30 days specifically due to its nationwide scope. The closing date is the <b>22<sup>nd</sup> of August 2025</b>.</p>
	<p>2. <b>Health Environmental Safety Issues</b> How is the current environmental risk assessment based on previous operations going to be addressed i.e. before taking over these sites a new contractor would need to know if there were leaks by this old equipment in the ground. Surely the new contractor would not take responsibility for that kind of risk.</p>	<p>The incoming service provider will not be held responsible for any pre-existing environmental risks arising from the previous fuel supply operations. The transition process will be conducted in full compliance with all applicable regulatory requirements.</p>
	<p>3. For a robust bid to be compiled, it may require specific sites/location visits countrywide because one needs to understand the surrounding areas to these sites i.e. water receptors etc. The reason for this to establish if these sites require monitoring wells for any environmental leaks/releases.</p>	<p>All sites associated with this bid are classified as brownfield locations.</p>
	<p>4. How many of the storage equipment (USTs) i.e. tanks are double skinned and how many are single skinned. Is it possible to know age of the equipment on each and every site?</p>	<p>There is no expectation for the transfer of existing equipment beyond the transition period. All equipment must comply with the specifications outlined in the bid requirements.</p>
	<p>5. Petrol storage is usually underground. How many of the storage tanks are underground for this matter. I don't recall seeing such information in the tender document or should we assume every petrol storage is underground?</p>	<p>Please refer to the amended Price Schedule and <b>Annexure A</b> of the bid document for further details</p>
	<p>6. For the smaller sites i.e. those that cannot take full fuel truck loads (milk runs), how have they been supplied? As for the number of sites, we can get the number of those sites from the information in the tender document.</p>	<p>The existing service provider has been responsible for managing that aspect. Further information may be obtained directly from them.</p>

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	<p>7. Forecourt operations – What is expected? Am not sure I understand the kind “customer value proposition” that the National Parks expects from the operator of the network. What percentage of the network would be to offer full suit forecourt and shop operations/services. Is the intent to serve park communities and tourists?</p>	<p>The intention is to provide services to both park communities and tourists.</p>
	<p>8. Is the entire operation taken over by the new contractor as a going concern? Are there staffing/HR issues that one should prepare for i.e. retrenchments etc.?</p>	<p>The scope of the bid is limited to the supply and delivery of fuel, as well as the provision of turnkey forecourt solutions. The forecourts will be operated by SANParks.</p>
<p><b>TotalEnergies marketing SA Pty Ltd</b></p>	<p>1. Page 12 Point 2 Mention is made of 500 ppm diesel which is no longer available. Can we replace with a lower sulphur diesel that is at least 50 ppm?</p> <p>On page 48, Annexure A, reference is made to Lead Replacement Petrol (LRP) but the pricing schedule refers to Unleaded Petrol (ULP). ULP being a more environmentally friendly product than LPR, are we at liberty to substitute LRP with ULP.</p>	<p>Please refer to the Tender Amendment Notice as published for further details</p>

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	2. Page 12 Point 5	<p>Above-Ground Fuel System Upgrade</p> <p>We seek clarity on what is meant by the “above-ground fuel system upgrade.” Specifically:</p> <ul style="list-style-type: none"> <li>• What components are included in this scope?</li> <li>• Are we referring to fuel dispensers, piping, pumps, flow meters, control panels, filtration units, safety features (e.g. fire protection), or bunded containment areas?</li> <li>• In terms of ATG’s for small tanks (2200lt) may be a challenge. Does SANParks have an alternative solution / requirement?</li> <li>• Is this upgrade related to an existing installation, or is a full replacement/new system envisioned?</li> </ul>	<p>The expected Above-Ground Fuel System corresponds precisely to what is described in this question. Please refer to the amended Price Schedule, section 9.3, regarding the tank sizes.</p>
		<p>Standby Generators – Refuelling Protocol</p> <ul style="list-style-type: none"> <li>• Are we, as the service provider, expected to refuel the standby generators directly?</li> </ul> <p>Alternatively, will SANParks utilise its own delivery fleet to handle generator refuelling, with our role being limited to supply?</p>	<p>In this regard the service provider will be responsible solely for refuelling the above-ground fuel tanks.</p>
	Page 12	Please clarify the location of the transport depot.	<p>The transport depot is located at Skukuza Camp. Please refer to <b>page 49</b> of the bid document for the GPS coordinates.</p>
	Page 13 Point 2.1	Where the prescribed documents do not provide for innovative initiatives can it be include as annexures ?	<p>Yes, innovative initiatives may be included as annexures.</p>

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	<p>Page 14 Point 3.3a</p> <p>Is SANParks anticipating / including the supply of LPG, thus calling for compliance to the Gas Regulations?</p>	<p>Clause 3 of the bid document applies to both SANParks and the service provider. While the supply of LPG is not currently required, there may be a future need for it. Therefore, compliance with relevant Gas Regulations should be considered.</p>
	<p>3. Page 15 Point 4.2.3</p> <p>Would SANParks be applying for the necessary council approval for the CCTV?  Are there specific specification for the CCTV system?</p>	<p>CCTV-related matters as addressed under Clause 4 of the bid document - Special Conditions, will be finalized at the contracting stage. Where necessary, SANParks will facilitate the required council approvals.</p> <p>The surveillance system must meet the requirements outlined in Clauses 4.2(3) and 7.1(3)(g).</p>
	<p>Page 16 Point 4.4</p> <p>Is RAS applicable to both the Retail forecourt as well as the Above Ground Tanks?</p>	<p>Yes, RAS (Regulated Accounting System) is applicable to both the retail forecourt and the above-ground tanks.</p>
	<p>Page 16 Point 4.5.1</p> <p>In terms of forecourt convenience shops, what is the expectation from a scope of work and does it include operations? Further, there are not specific forms for completion to articulate our offering. In the absence of which, are we at liberty to provide this as an attachment?</p>	<p>Clause 4 – Special Conditions, including Clause 4.5, will be addressed at the contracting stage; no response is required at this point.</p> <p>Please note that SANParks will operate the forecourts, including the convenience shops.</p>

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	<p>4. Page 17 Point 4.7 What power supply will be available at various stations for EV?</p> <p>As provider of the electricity, are there any specific requirements on the price buildup and method of payment?</p>	<p>These matters are addressed under Clause 4 – Special Conditions, which will be finalised at the contracting stage.</p> <p>For EV charging, power supply will be sourced from ESKOM.</p>
	<p>5. EV Charging Point</p> <p>Regarding the EV charging point referenced on one of the camps:</p> <ul style="list-style-type: none"> <li>• Does the existing transformer capacity at that camp allow for the installation of a DC charger rated at 50kW or more?</li> <li>• If not, is the site currently limited to AC chargers or DC chargers below 50kW?</li> <li>• What is the economic model – Pricing – allowing for the determination of an economic offer ?</li> <li>• Current patrons for determining the capacity of the EV installation?</li> <li>• EV does not form part of RAS</li> </ul> <p>No dedicated forms are available in the pack to present our offer. Are we at liberty to include this as an attachment?</p> <p>Please confirm the available spare electrical capacity (in kVA or Amps) on-site.</p>	<p>These matters are addressed under Clause 4 – Special Conditions, which will be finalised during the contracting stage.</p> <p>SANParks is inviting proposals in this regard. Kindly refer to the functionality criteria outlined in Clause 8.2.5 of the bid document.</p>

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	<p>Page 17 Point 4.9 Any added capacity and or temporary tankage erected during the transition would be recognized as an increase in capacity. As landowner would SANParks apply for the necessary EIA</p>	<p>These matters are addressed under Clause 4 – Special Conditions, which will be finalized at the contracting stage.</p> <p>Where necessary, SANParks will facilitate the Environmental Impact Assessment (EIA) application process.</p>																																																			
	<p>6. Page 17 SANParks, please share their branding guidelines Point 4.10</p>	<p>This matter is addressed under Clause 4 – Special Conditions, which will be finalised at the contracting stage.</p> <p>Branding guidelines will be provided to the successful service provider.</p>																																																			
	<p>Page 18 Point 5 Given the duration of the tender (15 years), please confirm that the contract will cater for change in regulations over the 15 years – e.g. deregulation, product specification, etc.?</p>	<p>Any changes in regulations will be addressed during the contracting stage with the successful service provider.</p>																																																			
	<p>Page 19 Point 6.3 SANParks, please share the operating cost of these facilities.</p>	<p>Please see the operating cost details provided below.</p>																																																			
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	<p>Page 20 Point 7.1.e</p> <p>To ensure that we are able to develop an interface between the POS and Great Plains, please provide a specification documents for the interface.</p>	<p>As per Clause 7.2(e), there is currently no integration in place. SANParks requires the POS system to pull inventory and cashbook data as part of the interface functionality.</p>
	<p>Page 20 Point 7.1.g</p> <p>SANParks please provide your conservation guidelines</p>	<p>As per Clause 7.2(g), the conservation guidelines will be uploaded on SANParks website along with relevant tender documents.</p>
	<p>7. Page 23 Point 8.1.2</p> <p>As wholesaler we do not have a retail license and cannot meet this mandatory requirement. We are of the opinion that this is should read Wholesale License</p>	<p>Please refer to the Tender Amendment Notice as published, which addresses this matter..</p>
	<p>8. General</p> <p>Involvement of the Local Community</p> <p>Given SanParks' commitment to local economic participation:</p> <ul style="list-style-type: none"> <li>• Are we required to involve local community members in any project-related activities (e.g., maintenance, installations, cleaning)?</li> <li>• In particular, for tasks like solar panel cleaning, which we understand may already involve the local community, is this work expected to be sub-contracted locally?</li> </ul> <p>Or may we proceed using our specialist contractors, where required?</p>	<p>This enquiry is not part of the current bid requirements and may be addressed during contracting with the successful bidder.</p>

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	9. General	Is there a preference in the manner in which SANParks would like the bid documentation, more specifically the two printed copies. That is, ring binders, arch lever files, etc.	Bid submissions must include two original copies, each initialled on every page and signed where required. No specific binding format is mandated.
	10. Page 4 Table 1 10 <sup>th</sup> point	“Special Conditions of Contract initialled on every page”  Please confirm if this refers to pages 15 to 18.	Yes, it does.
	11. General	Do all the SANParks sites have Network Connectively (LTE / VSAT)?	Yes, all SANParks sites have network connectivity via LTE and/or VSAT
	12. Page 30 Pricing Schedule 9.2	Skukuza Transport Depot – Please provide volume	The transport depot is used for operations only; therefore, the tank capacity should be used as the point of reference.
	13. Page 29 Pricing Schedule 9.1	Current practice within the industry is to quote a discount in a “Unit Price”. However, the schedule also has a percentage – “Percentage Discount off Unit Price”. Our understanding is that the “Discounted Unit Price Offer” is what prevails going forward. We further assume that the percentage is for illustrative purposes only. Please confirm our understanding.	The percentage discount will be used during contracting, as it provides a clear understanding of the discount applied throughout the contract period.  Further clarity on this matter will be provided during contracting.
	14. Page 32 Pricing Schedule 9.2	Above Ground Tanks, more specifically is the expectation that all tanks need to be upgraded and if so to what specification?	Kindly refer to Clause 6.2 together with Clause 7.1(2) of the bid document for detailed information.

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	<p>15. Page 41 GCC7 (7.1)</p> <p>Within 30 days of award, a performance security is payable in as per the amount specified in SCC</p> <p>Please advise where the SCC is within the Tender document or alternatively, please provide a copy thereof.</p>	<p>A performance security is only applicable if it is a condition of the contract. This requirement does not apply to this bid.</p>