



## REQUEST FOR INFORMATION (RFI)

PROVISION OF INFORMATION REGARDING THE SERVICING,  
TESTING AND REFURBISHING OF SIGNALLING RELAYS,  
JOHANNESBURG

RFI No. : S.I.S9004

Opens: 04 June 2009

Closes: 23 June 2009

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### Annexures

Annexure 1 -	Department of Public Enterprises, Republic of South Africa Practice Note, Competitive Supplier Development Programme
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## 1. Background

Transnet operates and controls South Africa's major transport infrastructure and is accordingly managed to support the initiatives of Government in its efforts to build a strong economy over and above the creation of economic value. Effective corporate governance ensures optimum transparency and accountability.

Transnet is a public company involved in all aspects of freight transport and harbour operations together with related services. Transnet's services in these fields are enhanced and complemented by rendering logistical and supply chain management. Furthermore, Transnet endeavours to optimise the utilisation of its property portfolio and productively employs assets identified as surplus to its normal business requirements.

Transnet's vision is to become Africa's undisputed champion in freight transport and logistics solutions that focus on the efficient, timeous and cost-effective movement and handling of goods, people and information. The focus of Transnet will be to improve efficiencies, reduce operating costs and add value to its customers.

## 2. Purpose

In an effort to meet the transformation challenge, Transnet Freight Rail, a division of Transnet, must streamline its operations and provide a superior value-added service to its stakeholders and ultimately its customers, with focus on its rail infrastructure to support the growth strategy. Transnet Freight Rail network consists of around 24,000 (twenty four thousand) kilometres of track across the country.

This RFI is issued to seek information which will enable Transnet Freight Rail to evaluate alternatives for the implementation of the most cost effective, secure and reliable solution for service, repair or refurbish and testing of signalling relays. Prospective bidders should submit their proposals how the service would be provided and a rough estimate of the cost. The proposals could include the staff and facilities to be utilised. Based on the proposals received RFP documents will be prepared and issued to the respondents to tender on.

## 3. Scope of Service

Refurbishing and testing of Signalling relays .

Type of relays: Similar to Westing house style Q play-in types

Quantity: approximately 2500 per year

Stringent quality control measures must be implemented to ensure the relays meet all specifications and a document in this regard provided with serviced relays.

**4. Requirements**

In terms of the foregoing, Transnet Freight Rail requests Respondents / to provide, initially, the following information:

Requirement	Description	Format
<ul style="list-style-type: none"> <li>Company Background/Profile Information</li> </ul>	<ul style="list-style-type: none"> <li>Provide company background including past three year financials</li> </ul>	Own format & Template T1
<ul style="list-style-type: none"> <li>Product Group of Activities</li> </ul>	Manufacture, repair or test services provided for electrical electronic equipment	Own format eg. brochures, specifications etc

Requirement	Description	Format
<ul style="list-style-type: none"> <li>Product Information</li> </ul>	<ul style="list-style-type: none"> <li>Information regarding the equipment , facilities and technical personnel available</li> </ul>	Template T
<ul style="list-style-type: none"> <li>Typical Key Performance Indicators (KPI)</li> </ul>	<ul style="list-style-type: none"> <li>Quality assurance and control of documents</li> </ul>	Own format
<ul style="list-style-type: none"> <li>Reference Sites</li> </ul>	Provide examples of where your present services are implemented	Template T
<ul style="list-style-type: none"> <li>Supplier Development in South Africa</li> </ul>	<ul style="list-style-type: none"> <li>Refer to details of Competitive Supplier Development Programme below, and annexure 3</li> <li>Indicate if your company is looking for expansion opportunities in geographies such as South Africa</li> <li>Indicate if your company future plans include direct investment or sharing of intellectual property</li> </ul>	Own template

## 5. Competitive Supplier Development Programme

Transnet is implementing a Competitive Supplier Development Programme (CSDP) as an alternative means of achieving the aims of South Africa's National Industrial Participation Programme (NIPP). The NIPP procedures therefore no longer apply to Transnet tenders.

The goals of the CSDP are to increase the competitiveness, capacity and capability of the local supply base. These goals will be taken into consideration when tenders are adjudicated, and overseas respondents are therefore requested to consider, and as part of their tender response, commit themselves to mutually acceptable initiative/s which will be contributing towards sustainable industrial development and job creation in South Africa by means of direct and indirect investments into South Africa.

To achieve the abovementioned set goals, one of the evaluation criteria of a subsequent **Request For Proposal (RFP)** would therefore be the extent to which foreign Respondents provide option(s) for possible Foreign Direct Investment (FDI) with the aim of supporting local firms to work towards global competitiveness. Support by foreign suppliers can for example include:

- local manufacturing of full product and/or components
- local maintenance
- partnerships with local firms to do local manufacturing, maintenance, warehousing, logistics etc,
- sustained skills development programmes
- other interventions aimed at strengthening the local supply base of the goods/services called for in an **RFP** in South Africa

Refer to Annexure 1 of this document for more details regarding the Department of Public Enterprises' Competitive Supplier Development Programme.

## 6. The RFI Process:

### (a) Confidentiality

This RFI is strictly confidential and proprietary to Transnet Freight Rail. Transnet Freight Rail reserves the right to recall the RFI in its entirety or in part. Recipients of this RFI agree that they will not duplicate, distribute or otherwise disseminate or make available this document or the information contained herein without the express written consent of Transnet Freight Rail. The Respondent may make this document available to employees who need to know its contents in order to participate in the preparation of the response. Additionally, Respondents shall not include or reference this RFI in any forum without the prior written consent of Transnet Freight Rail. Any additional materials that are to be considered and treated as confidential must be clearly marked "Confidential" prior to submission.

### (b) Sourcing Process

The information gathered through this RFI process will help Transnet Freight Rail in assessing the various options available in the global market place. It will also assist

in developing a procurement strategy, which, at Transnet Freight Rail's option, may include issuing a Request for Proposal (RFP).

Activity	Date Required
Issue RFI (opening date)	June 2009
Indicate intent to respond by e-mail	June 2009
RFI returned (closing date)	June 2009

## 7. RFI Response

**The response method to the requested information can be one or a combination of the following:**

### **7.1. If responding with physical documents:**

Responses should be returned not later than **10:00 on Tuesday, 23 June 2009** and must be enclosed in a sealed envelope which must have inscribed on the outside:

- (a) RFI Number
- (b) RFI Transnet Freight Rail Signalling Relays
- (c) Closing date of RFI

#### **a) If posted:**

The envelope must be addressed to the Chairperson, Transnet Freight Rail Acquisition Council, P O Box 4244, Johannesburg, 2000 and must be despatched in time for sorting by the Post Office to reach the Post Office Box indicated above, before the closing time of the RFI. In the event of the late receipt of the RFI, the Respondent's/OEM's franking machine impression will not be accepted as proof that the RFI was posted in time.

#### **b) If delivered by hand:**

To be deposited in the Transnet Freight Rail Acquisition Council tender box and addressed as follows:

THE CHAIRPERSON  
TRANSNET FREIGHT RAIL ACQUISITION COUNCIL  
21 WELLINGTON ROAD  
INYANDA HOUSE  
PARKTOWN  
JOHANNESBURG  
2001

The measurements of the "tender slot" are 500 mm wide x 100 mm high, and Respondents/OEMs must please ensure that RFI documents/files are not larger than the above dimension. RFI's, which are too bulky (i.e. more than 100 mm thick) must be split into two or more files, and placed in separate envelopes. It should be noted

that the above tender box is located in the foyer and is accessible to the public 24 hours per day, 7 days a week.

**7.2. If responding electronically:**

You may respond via e-mail to [Bertrand.duPlessis@transnet.net](mailto:Bertrand.duPlessis@transnet.net) However:

- the files must be 2MB or less
- the file cannot be zipped
- If the response is to be delivered via more than one e-mail, the e-mail subject line must clearly state that this is message number 1 of #, 2 of #, etc. and
- all correspondence must reach the e-mail address by the above-stated time

Any queries regarding this document should be addressed to [Bertrand.duPlessis@transnet.net](mailto:Bertrand.duPlessis@transnet.net). Where the issues raised by any query are considered materially important, the answer to that query shall be shared with all RFI recipients.

You must not attempt to lobby or otherwise enter into dialogue with any member of the Transnet Freight Rail or Transnet regarding this RFI. Unauthorised contact may result in exclusion from the process.

**ONLY** in the event that there is a problem with the e-mail address, may you contact Bertrand du Plessis by phone: 0835673537. Please quote the RFI number.

**8. Disclaimers:**

Respondents/OEMs are hereby advised that Transnet Freight Rail is not committed to any course of action as a result of its issuance of this RFI and/or its receipt of responses to it. In particular, please note that Transnet Freight Rail may, at its sole option:

- elect to interview /visit Respondents/OEMs
- visit sites of other rail service providers that may or may not have a solution proposed by one of the OEMs contacted;
- issue an RFP once a market approach has been defined