



iSimangaliso
Wetland Park



QUESTION & ANSWERS

FOR REQUEST FOR PROPOSALS IN RESPECT OF

TOURISM-RELATED ACTIVITIES WITHIN THE

iSIMANGALISO WETLAND PARK

ISSUED ON 29 SEPTEMBER 2022

QUESTIONS AND ANSWERS

REQUEST FOR PROPOSALS FOR TOURISM ACTIVITIES ISSUED ON 30 SEPTEMBER 2022

1. Do you require to bid for two activities i.e game drives and walking trails? i.e. When transferring guests to the trail start point or boat launch, what is the arrangement with regards to the use of the vehicle?

Ans: You do not necessarily need to apply for two activities. If you need to do transfers you need to specify all details in the operation plan.

2. Will concessions be paid monthly or yearly as discussed in the summit?

Ans: It will be paid monthly. However, an operator may choose to pay per annum.

3. Will turtle tours permits be valid for 12 months or 6 months?

Ans: The Licence is limited for 6 months per annum. Payment of concession fees is limited to the 6 months per annum.

4. How many boats are allowed for whale watching?

Ans: one boat will be allowed in the St Lucia section of iSimangaliso and one boat in the Sodwana Bay section of iSimangaliso.

5. Will iSimangaliso still allow once off operators who will not have concessions for game drives, scuba diving, deep sea charter fishing and snorkelling ?

Ans: Yes. The rates for day permits will be published by iSimangaliso on the website and will be at the various gates.

6. Please clarify on the issue of submitting two envelopes what is the rationale for doing that and what information should be put in envelope one and envelope two

Ans: The two-envelope system is being used so as to ensure fairness and transparency in evaluating bids and to avoid pricing being the major determinant in awarding a concession. Envelope 1 will include all the documents needed for pre-qualification and evaluation of functionality. Envelope 2 will include the PPP license offer, PPP agreement and current BEE certificate. To note: Envelope 1 will be opened first and Envelope 2 will only be opened if bidder passes the prequalification and functional evaluation

7. For Night drives, How many Vehicles will be allowed?

Ans: Only 3 vehicles concessions in Eastern and Western Shores.

8. In the wilderness trails is making fire and cooking allowed for overnighting trails?

Ans: Yes, as long as there is are no footprints left and the area is left as it was before (Undisturbed).

9. Are you forced to have a BBBEE certificate ?

Ans: If you do not have the BBBEE certificate or rating you will not be disqualified but you will not be scored under BBBEE .

10. Will the previous performance bond for existing operators be carried over or they must pay for the new concession if awarded?

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Ans: The operator(s) will be refunded the performance bond if your licence has lapsed if they do not have any monies owing to iSimangaliso. If they existing operators are awarded the new concessions, there are expected to pay the new performance bond as per the new concession.

11. 5 boats are not enough in Kosi Bay because when it comes to holiday times, it is too busy. What is iSimangaliso going to do to protect the concessions from other operators accessing the activity for free?

Ans: The boat allocation is in line with the our Intergated management plan and feasibility studies undertaken. The stipulated quantities of boats in the RFP will apply. Any additional request for boats will be charged daily activity permits no operator will operate freely within the Park.

12. May you be so kind to clarify if the interpretation of clause 28.5 relates to anyone who has worked for the government at any level within the last 5 years eg. whether you've worked for the Post Office or Emthanjeni Municipality in the Northern Cape or the Department of Correctional Services within the last 5 years you will be disqualified from bidding?

Ans: Tender document was amended please refer to the amended tender in which the wording as per clause 28.5 has been changed to Bidder may be disqualified if he/she has not completed the Bidder's disclosure correctly and honestly as per Annexure 12 (Declaration of Interest)

13. Currently when a guest wants to do a walk in the Kosi Bay area at Kosi Mouth, we use local community guides. These community members are provided training by us free of charge including first aid. The guest either pays the guide directly or we collect payment from the guests and pay it over to the local guide. We do not make money off these hikes but offer this as a support to the local community guides. Do I understand that we will no longer be able to support these local guides if they do not hold a concession licence with Isimangaliso in terms of these activities?

Ans: Yes they need to bid for the licences. Only licensed operators/or individuals will be allowed to conduct the tours.

14. Annexure 9: guided walks and walking trails states -"have the relevant firearms licences in terms of the Firearms Act;" - Would this be required in Kosi Bay? Kosi Bay does not have any dangerous game in the area where we would walk and is a safe area. It would not be appropriate for guides to carry firearms and I believe would give tourists the wrong impression and make them feel uneasy.

Ans: This is not applicable to Kosi Bay but the wilderness sections of the Park where there is dangerous game.

15. Please may I have clarification on TAX clearance PIN. Do you require the companies (Bidder) tax PIN as well as all the shareholders ? Or is the business one sufficient.

Ans: The business tax pin is sufficient.

16. Does each page need to be initialled or just in the places where it is marked to be initialled

Ans: You may initial iSimangaliso annexures where these annexures have a place on the document for an initial ("initial here"). In addition, you must initial all the pages of the PPP Agreement.

17. Please may I have clarity. We intended to tender for the deepsea fishing but for both boats would I require to do two individual tenders or can I do one tender motivating for the need of two boats. Its all under one company but the two boats have different names. Its however one company one owners

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Ans: Bidders should do one individual submission indicating the number of boats that will be used and refer to Annexure 1 note [3] it explains the calculation that will be used .

18. Please provide clarity. QUESTION – small boat cruises There is a contradiction in the carrying capacity of small boats which may be a typo. SAMSA will issue a licence for a small boat (up to 9m in length) to carry a maximum of 9 passengers and one skipper. Annexure 1 Small boat cruises - states minimum capacity 15 pax. Annexure 9 – states maximum length 10m long. Annexure 9 – states max 12 passengers. SAMSA - states maximum of 10 pax for a boat of this size

Ans: The inconsistencies were corrected please refer to the amended RFP document on our website.

19. For tour guides which registrations is allowed is it only FGASA?

Ans: RFP document was amended accordingly to include the following registration: CATHSSETA or FGASA registration

20. Is there a possibility to extend the closing date for the activity tender to the end of April 2023.

Ans: The stipulated closing date will remain 18 January 2023.

Note the above questions and answers are exhaustive other questions of clarity sent by interested parties were answered communicated directly to the individuals.

NB: THE ANSWERS ABOVE ARE SOURCED FROM THE TENDER DOCUMENTS – THEREFORE YOU ARE ENCOURAGED TO READ WITH UNDERSTANDING.

The amended RFP Document addressing errors and omissions by iSimangaliso was uploaded iSimangaliso website: www.isimangaliso.com . The direct link to the RFP is as follows:

https://isimangaliso.com/index.php?option=com_zoo&task=item&item_id=2223&category_id=128&Itemid=2294&lang=en