THE SOUTH AFRICAN NATIONAL ROADS AGENCY LIMITED

INVITATION TO PRE-QUALIFY FOR THE PROCUREMENT OF A NATIONAL INTELLIGENT TRANSPORT SYSTEM AND INTEGRATED SUPPORTING SYSTEMS SOFTWARE AND THE DEPLOYMENT THEREOF IN GAUTENG, KWAZULU-NATAL AND THE WESTERN CAPE

MARCH 2010 PREQUALIFICATION NOTICE

THE REGIONAL MANAGER
NORTHERN REGION
SOUTH AFRICAN NATIONAL ROADS AGENCY LIMITED
38 IDA STREET
MENLO PARK
PRETORIA
SOUTH AFRICA
0102

NAME OF APPLICANT: ........................................................................
1. **INTRODUCTION**

The South African National Roads Agency Limited ("SANRAL") is a public entity constituted in accordance with the South African National Roads Agency Limited and National Roads Act, 1998 (Act No. 7 of 1998). SANRAL is responsible for the management and control of South Africa’s national roads system.

a. **Project Background**

SANRAL has deployed Intelligent Transport System (ITS) technologies in Gauteng, KwaZulu-Natal and the Western Cape to improve mobility and safety on the roads it owns and/or manages. In total, over 450 kilometres of roads under SANRAL management are instrumented with ITS devices, with some sections still under construction. The devices typically includes, among others, closed circuit television (CCTV) cameras, variable message signs (VMS), and vehicle detection systems. A Traffic Management Centre (TMC) has been in operation in Gauteng for over 3 years, while a newly built Traffic Management Centre (TMC) is being constructed in KwaZulu-Natal and a newly built transport management centre in the Western Cape.

SANRAL intends procuring a national Intelligent Transport System (ITS) which will ensure consistent and sustainable ITS elements in support of SANRAL’s mandate. This will include the extension and/or upgrading of its current ITS elements, operations in its regional centres in Gauteng and KwaZulu-Natal, as well as maintenance of the ITS infrastructure. It is also the intent to procure supporting systems software to manage ITS operations and to provide traveller information.

b. **Envisaged “contracted” entity for the Project**

SANRAL intends to pre-qualify (i) Applicants for the Design-Build-Operate-Maintain (DBOM) Component of the Project and concurrently, (ii) Applicants for the Systems Software Provider (SSP) Component of the Project. Once a pool of pre-qualified DBOM contractors and a pool of pre-qualified SSPs have been formed, they will be invited to Tender in joint venture (or other association) as the Main Contractor (MC) for the Project. This process is described in Figure 1 following.
It is envisaged that a **Main Contractor** will be contracted* for the Project, who shall assume full responsibility for:
• Providing **design** capacity to design ITS elements to add functionality to and/or expand the SANRAL ITS deployment based on needs to meet programme goals. This function is described in Volume 2 of the Pre-qualification Document (PQD).

• Providing construction (build) capacity to **build** ITS elements to add functionality to and/or expand the SANRAL ITS deployment based on needs to meet programme goals. This function is described in Volume 2 of the PQD.

• The **operation** of the SANRAL ITS. This operation is described in Volume 2 of the PQD.

• The supply and **maintenance** of all SANRAL ITS field and central devices and systems.

• Providing and integrating systems software and accompanying 3rd party commercial ‘off the shelf’ (COTS) software (e.g. database applications, operating systems, etc) to operate the SANRAL ITS including ATMS software to support incident management activities and manage ITS devices, Advanced Traveller Information System (ATIS) software and Hosted Internet solution to support the aggregation and dissemination of real-time and non-real time traveller information, computer aided dispatch (CAD)/automated vehicle identification (AVI)/automated vehicle location (AVL) software to facilitate the dispatch of incident response. These systems and services are described in Volume 3 of the PQD.

• Developing software data exchange interfaces for systems software provided under this Project as well as interfaces with 3rd party platforms to uni-directionally or bi-directionally exchange data including toll AVL/AVI system, external CAD platforms, and external traveller information platforms and services. These systems and services are described in Volume 3 of the PQD.

• Providing systems software maintenance and support services including for all systems software and accompanying 3rd party software supplied under this tender. Developing software data exchange interfaces for Systems software provided under this tender as well as interfaces with 3rd party platforms to uni-directionally or bi-directionally exchange data including toll AVL/AVI system, external CAD platforms, and external traveller information platforms and services. These systems and services are described in Volume 3 of the PQD.

*It is envisaged that the Main Contractor will be contracted for five (5) years with an option available to SANRAL, at its sole discretion, to extend the period for another three (3) years.*
It should be noted that no Pre-qualified Applicant shall be permitted to participate in the Tender (i.e. the Tender pursuant to the Pre-qualification of Applicants in terms of this Pre-qualification Notice) with another entity who has not successfully Pre-qualified for the relevant Component (i.e. the DBOM component or the SSP Component, as the case may be).

Given the above, it is envisaged that only the MC element of the contract will be put to Tender. It is important that the Applicants strategically align themselves and ensure that they do in fact Pre-qualify in their own right.

It is recorded that the information and descriptions provided in this Pre-qualification Notice (and in particular in Volumes 2 and 3 of the PQD) are general in nature, not intended to be comprehensive and are merely aimed at providing Applicants with an overview of the envisaged Project and the systems and services required to successfully implement the Project. The information and descriptions should not be viewed as final and are subject to amendment or change at any time. The Tender process, which shall follow this Pre-qualification process, shall finalise the detail and information. It is during the Tender process that Applicants (who have Pre-qualified under this process) shall be invited to submit a Tender in joint venture (or other association). Applicants may submit alternative designs or system configurations, subject to the Applicant also submitting a fully compliant and postulated bid (Tender).

The envisaged Main Contractor responsibilities, as described above, are indicated in the following organogram:
*The above organogram is for informational purposes only. The required Components vary by geographic location and are further explained in Volumes 2 and 3 of the PQD.

d. **SANRAL’s Procurement Intent regarding the Main Contractor**

SANRAL intends, subsequent to having Pre-qualified various Applicants for the DBOM component and Applicants for the SSP Component pursuant to this Pre-qualification process to enter into a Tender process to procure the MC.

The following critical ITS Components require Pre-qualification by suitable Applicants pursuant to this Pre-qualification Notice:

**DBOM contractor (Volume 2):** The provision of design capacity to design ITS elements, construction (build) capacity to build ITS elements, the operation of the SANRAL ITS and the supply and maintenance of all ITS field and central devices and systems called for herein and in the PQD.
**SSP (Volume 3):** The supply of the Systems Software which includes the development, deployment, integration, testing and maintenance of all related ATMS, ATIS, and CAD software.

The relationship between the Components is indicated in Figure 3 below:

![Diagram](image_url)

**Figure 3: Pre-qualification Components**

2. **INVITATION & PROCUREMENT PROCESS**

SANRAL hereby invites applications from suitably qualified and experienced Applicants (companies, joint ventures, consortia or partnerships) that meet the Pre-qualification requirements and evaluation criteria pursuant to the PQD in order to Pre-qualify for one or more of the Components as described in Section 1 (Introduction) above.

SANRAL’s intention is to follow a procurement process that includes four (4) primary steps. These are:

**Step 1:** SANRAL will distribute a list of all Applicants who have drawn a PQD in terms of this Pre-qualification Notice for the Project to all other Applicants who have drawn the same;

**Step 2:** Preparation and submission of Applications by the Applicants, and the evaluation of Applications (for Pre-qualification) submitted under this process.
by SANRAL;

**Step 3:** The distribution of a list detailing all Applicants who have Pre-qualified and the Components for which they have Pre-qualified; and

**Step 4:** SANRAL intends (subsequent to this Pre-qualification process) to enter into a Tender process. Pre-qualified Applicants who have Pre-qualified for the DBOM Component will, at their sole discretion and risk, select and set-up competent Tender groupings and agreements with preferred Pre-qualified Applicants who have Pre-qualified for the SSP Component in order to prepare and submit compliant Tenders as the MC under the Tender process. The set-up of groupings shall be based on the Pre-qualification lists pursuant to Steps 2 and 3 above.

### 3. PRE-QUALIFICATION DOCUMENTATION & FEE

The PQD is defined as and consists of:

**Volume 1:** Contains the Pre-qualification framework, instructions and Project information;

**Volume 2:** Applies to prospective Applicants making application to Pre-qualify for the DBOM Component; and

**Volume 3:** Applies to prospective Applicants making application to Pre-qualify for the SSP Component.

The PQD, together with the application forms and appendices to be completed by Applicants, will be available from **9 March 2010** for download off the SANRAL website— ([www.nra.co.za](http://www.nra.co.za)) or can be purchased directly at the SANRAL’s northern regional offices (See 6 for physical address). As part of the documentation download, the Applicants will be required to register company and contact information on the website. This information will be used to compile the distribution lists of Applicants who have registered.

The following referenced documentation will also be available off the SANRAL website, for **information purposes** only:

- Directions to the SANRAL TMC in Gauteng (for the clarification meeting) and
- the SANRAL Northern Regional Office (for Tender submissions).

A non-refundable fee of ZAR **One Thousand** (ZAR 1 000.00) is payable prior to or at the clarification meeting scheduled for **17 March 2010**. "Form EL 1.8: Attendance of Clarification Meeting" (as contained in Volumes 2 and 3) will be signed by a duly authorised SANRAL representative at the clarification meeting on proof of this payment. The signed Form EL 1.8 will be required to be
submitted together with the Application.

Payments are to be made to:

Account: SA National Roads Agency Ltd
Bank: ABSA Bank
Account Number: 01045510073
Branch: Hatfield (632005) SWIFT: ABSAZAJJ
Beneficiary Reference: ITS Pre-qualification.

Queries: Ms. E Phiri at +27 12 426 6200.

Proof of payment is to be faxed to +27 12 844 0156 (for attention: Mr. F van der Walt) or emailed to frans@techso.co.za.

4. **CLARIFICATION MEETING**

A compulsory clarification meeting will be held on **17 March 2010** at 10h00 South African time (GMT + 2 hours) at the Gauteng TMC of:

**The South African National Roads Agency Ltd**
c/o No 2 First and Smuts Avenue
Halfway House
Midrand
Johannesburg
South Africa
0102

**Non attendance of the clarification meeting will disqualify the Applicant.**

All prospective Applicants are kindly requested to notify SANRAL by 14 March 2010, by email to Mr. F van der Walt (frans@techso.co.za), of the number of people that will attend the clarification meeting. Please restrict the number of people per prospective Applicant to three.

The meeting must be attended by an authorised representative of the Applicant. No Application will be considered for Pre-qualification if the Applicant has not submitted documentary evidence of their attendance at the clarification meeting. Applicants are referred to Form EL 1.8 of Volumes 2 and 3, which require the signature of both the Applicant and a duly authorised representative of SANRAL.

**Please note that Applications will not be received at the above listed address. See paragraph 6 below.**

5. **ENQUIRIES**

Applicants should submit all enquiries per email or facsimile to:

Techso (Pty) Ltd
Attention: Mr. F van der Walt
6. **SUBMISSIONS**

Hard copies (the original Application plus two (2) additional copies), and electronic copies (2 x CD or DVD media) of the Application shall be placed in the tender box at SANRAL’s Northern Region offices or couriered to arrive at the address shown below, on or before 14h00 South African time (GMT + 2 hours) on **7 April 2010**.

The address for the submission of the Application is:

**The South African National Roads Agency Ltd: Northern Region**

Tender Box  
38 Ida Street  
Menlo Park  
Pretoria  
South Africa  
0102  

Attention: Ms. Gail Bester  
Tel: +27 12 426 6200

Applications will be opened in public on the submission date at 14h00 South African time (GMT + 2 hours). Late submissions will not be accepted and will be returned unopened.

All Applications must comply with the conditions, instructions requirements and criteria set out in the PQD.