REQUEST FOR PROPOSALS ISSUED BY SOUTH AFRICAN NATIONAL PARKS IN RESPECT OF THE BUSH BRAAI PRODUCT IN THE PHALABORWA GATE OF THE KRUGER NATIONAL PARK

- QUESTIONS AND ANSWERS DOCUMENT-

Question 1 Please clarify the product clearly which the successful Private Party Operator will be allowed to sell?

Answer 1 Please note that the PPP Opportunity is clearly expressed in article 4 of the RFP which states:

Provision of morning drives: The Private Party will provide morning drives in an Open Safari Vehicle (OSV) and an experienced guide will drive guests. Guests will be treated for a bush breakfast in the identified bush site and depart the site after breakfast.

Provision of night drives: The Private Party will provide night drives in an Open Safari Vehicle (OSV) and an experienced guide will drive guests tourists Guests shall then be treated for a bush dinner/ braai in the identified bush site and depart the site after dinner.

Please note: The opportunity allows a Private Operator to sell bush
breakfasts and bush dinners (bush braai) and allowed to conduct a morning and night drive pre the breakfast/dinner

Question 2  The times on which the vehicles will be allowed into the Park as well as departure time??

Answer 2  For Bush Braai/Dinner and Night Drives: Starts at 16h00 guests are driven for game drives in OSV by an experienced guide - Bush Braai/dinner must be finalized by 21h00 and Private operator to depart Park with guests by 22h00

Answer 2  For Bush Breakfast and Morning Drives: Starts 06h00, guests are driven for game drives in OSV by an experienced guide - Bush Breakfast must be finalized by 09h00 and Private party to depart Park with guests by 10h00.

Question 3  Can the Private Party\Operator outsource SANParks’ security for purposes of the Bush Braai Product.

Answer 3  No, the Private Party\Operator is required to provide his own Guards and Guides for purposes of this product. SANParks does not want to be involved with the operations of the business.

Question 4  Does this product allows the Private Party\Operator to sell other complementary products under this Agreement? Will SANParks avail other sites like the Activity Hub and Masorini Picnic site in response to large group bookings and special ceremonies like weddings?

Answer 4  Yes. Article 24.3.2 of the RFP reads; “Outline initiatives of optimizing turnover (complementary to the product), Sun downers, Story-Telling etc. The preferred Private Party\Operator is encouraged to be innovative with the product for greater experience and value for money.
**Answer 4**  
*The Masorini Picnic Site will be made available for usage as an alternative to the bush braai site accommodating large groups. The requests to use the site should be made in advance to the Kruger National Park, Phalaborwa office.*

**Question 5**  
What is the maximum capacity of the Bush braai site?

**Answer 5**  
*In terms of the RFP and in accordance to the PPP Agreement, the PAX is 40. However, SANParks has agreed to increase the number to 90 PAX.*

**Question 6**  
What is the size of the bush braai site?

**Answer 6**  
*The Bush Site is 16 meters X 18 meters.*

**Question 7**  
Shall the Private Party/Operator be allowed to erect permanent or removable structures on site?

**Answer 7**  
*Only temporal, removable and low impact structures are allowed on site. This shall be storage facility, enviro loo or eco-friendly toilet facility and fire pits. This shall be negotiated with the successful Private Party upon the 6 months preparing phase of the commencement of the project. Please Blake Schraader at blake.schraader@sanparks.org for more information on this aspect, and please copy me in mail banele.malie@sanparks.org for transparency.*

**Question 8**  
How does the bidder form an SPV?

**Answer 8**  
*An SPV is a Special Purpose Vehicle, a company registered for the performance of the PPP Agreement. It could be a single company, a joint venture or a trust. Most important to note; the SPV must meet the qualification requirements as set out in the RFP.*

**Question 9**  
Conservation Fee payable for purposes of the Bush Braai Product? Will
Guests wishing for both Morning Drives and Night Drives be expected to pay twice for gate entrance?

**Answer 9** Rates payable by guests are 50% of the rates applicable to locals, SADEC and international guests under the PPP Agreement. Guests with active WILDCARDS shall not be expected to pay conservation fee. In the event of re-entry to the park on the same day, guests should have the original printed receipt to obtain the additional 50% discount.

**Question 10** Who sets the price for the Bush Braai Product between the Private Party\Operator and SANParks?

**Answer 10** Private Party\Operator sets the price, however SANParks will take the necessary steps to ensure that the Private Party\Operator does not abuse the monopoly status of the Bush Braai Product. Please note that this is a contractual obligation.

**Question 11** Is the meal sold to any guest or it is sold to a customer\tourist\guest booked for a game drive?

**Answer 11** The meal is only sold to guests that are booked for the game drives.

**Answer 11** This is a combo product selling the game drive (morning drive or night drive) and meal (bush breakfast or bush dinner/braai) simultaneously. The two cannot be separated for this opportunity.

**Question 12** What is a bid bond and what is a performance bond?

**Answer 12** Bid Bonds is an amount payable by the interested bidder showing commitment and mitigates the risk of pre-qualified bidders dropping out of the process and is refundable to all unsuccessful bidders. Performance bond on the other hand is amount payable by the successful Private Party as Security\Guarantee demand which secures the performance obligations of the Private Party during the project term and is refundable upon the end of the contract term.
Question 13  Licencing of Fire Arms used by Private Party\Operators’ guides and guards for purposes of the bush braai product

Answer 13  All external service providers with a valid contract in place with SANParks must declare and receive approval before the firearm is brought inside the Park.

Answer 13  The ME: KNP office shall make declaration forms available to the party awarded the contract and the following documents shall be attached to the declaration form provided; (1) Copies of the valid license for the specific firearm,(2) Copies of the valid SAPS Competency Certificate for the specific firearms

Answer 13  The documents shall be sent to SANParks’ Corporate Firearm Manager who processes the Applicant’s Private Operator’s Authorization Letter.

Question 14  Will the Private Party\Operator be expected to provide Guards and Guides for this opportunity?

Answer 14  Please note article 25.13 Site security and Safety of the RFP which states:

25.13 Site Security and Safety (10%)

25.13.1  The Private Party to give an undertaking to have the guide and guard trained in first aid and in possession of a valid first aid certificate on duty during normal operational hours. (20%)

25.13.2  The total number of game guards to persons (catering, guides and clients) will not exceed a ration 1:15 & 2:30. (20%)

25.13.3  Provide a trained and skilled Guide with the required qualifications; (10%)

25.13.4  The Game guards will ensure that a serviceable torch, a
firearm\rifle in sound condition is kept on site all times. (10%)

25.13.5 The Private Party undertakes to equip Guards\Guides on with first aid kits, a serviceable torch, and rifle\firearm in sound condition. (10%)

25.13.6 The Private Party undertakes to educate guests of dangers and emergency procedures and ensure that parents\guardians of children between 2 and 6 years old have been formally briefed before arriving on site. (10%)

25.13.7 Compliance with first aid requirements as determined in the General Health and Safety Regulations with at least the following items to be kept at site at all times. (20%)

Question 15 How many riffles are expected for this product?

Answer 15 Each guard shall have a licensed riffle for the 1:15 and 2:30 guard ratio

Question 16 Will the riffle license be required as part of the submission?

Answer 16 Yes – Fire Arms licenses are recommended as part of the submission. The Guard must also have the necessary qualification for handling fire arms for this purpose. If not submitted, the Private Party\Operator shall be required to commit to licensing of fire arms in Bid submissions and declare to SANParks ME:KNP and SANParks Corporate Manager Firearms.

Question 17 The Exclusivity of the Bush Braai Product?

Answer 17 The Private Party shall enjoy the exclusive right of operation of this product in the Crocodile Bridge Section in the Kruger National Park

Question 18 Will the LED lights be suitable for the Bush Braai?
**Answer 18**  
The Successful Private Party shall use eco-friendly lights that meets SANParks environmental standards.

**Question 19**  
Will the Game Drives from the Camp continue?

**Answer 19**  
Yes – However operations of the Bush Braai Product will not affected.

**Answer 19**  
Should the Private Party wish to extend Game drives outside the prescribed times in the PPP Agreement and RFP (period between 11h30 to 16h30), the current OSV permit shall have to be in place, as that constitutes a separate operation.