

REQUEST FOR PROPOSALS

DUBE TRADEPORT CORPORATION

APPOINTMENT OF A SERVICE PROVIDER TO CREATE A BUSINESS DEVELOPMENT STRATEGY TO IDENTIFY GROWTH OPPORTUNITIES IN THE INTERNATIONAL AND REGIONAL CARGO AIR SERVICES INDUSTRY FOR DUBE TRADEPORT CARGO TERMINAL

REF NO.: DTP/RFP/12/CAR/08/2019

Dube TradePort Corporation (DTPC) was created as a provincial public entity to develop Dube TradePort. Refer to www.dubetradeport.co.za for more information on DTPC.

Dube TradePort invites proposals from suitably qualified, experienced and independent professional service providers to create a business development strategy to identify growth opportunities in the international and regional cargo air services industry for Dube TradePort Cargo Terminal.

These services will include but not limited to:

- Market research and analysis in the air cargo sector
- Identify market opportunities and target markets
- Analyse African / Global market trends and developments
- A strategy to identify and attract Freighter operators to operate services in/out of King Shaka International Airport (KSIA)
- Design a commercial business model to grow cargo volumes
- Develop analytical approach for statistical analysis, modelling, surveying and interview process

In line with the PPPFA regulations, 2017 sub regulation 4 the prequalification for this bid, is that only companies who are B-BBEE Level 1 or 2; or any company subcontracting 30% of the project value to an EME/QSE are eligible to tender.

EVALUATION OF THIS BID

All proposals will be evaluated in various stages – compliance and functionality will be assessed and thereafter all responsive proposals will be evaluated in accordance with the PPPFA regulations, 2017 using the 80/20 preference points system.

REQUESTS FOR DOCUMENTS & ENQUIRIES

Bid documents will only be available from, **4th February 2020 up to 13th February 2020** during the weekdays (Mon – Fri) between 08h30 and 16h00, at the Dube TradePort Corporation offices at 7 Umsinsi Junction, 4th floor, 29° South, La Mercy, KwaZulu-Natal. A non-refundable document fee of R500.00 (Five hundred Rands) must be paid via EFT prior to collection of the Bid Documents. No cash will be accepted and proof of payment must be produced on collection of the Bid Documents. Please allow 2 days for funds to reflect in the account. DTPC will only release documents once the payment has been cleared in its bank account. Payments must contain the reference, "**DTP/RFP/12/CAR/08/2019**" and must clearly identify the Bidder, e.g. "ABC Consortium". Electronic versions of these documents will only be available on confirmation and/or proof of payment.

DUBE TRADEPORT CORPORATION BANKING DETAILS:

REQUEST FOR PROPOSALS DUBE TRADEPORT CORPORATION

Bank: ABSA; A/C No: 405 687 3817; Branch Code: 632 005; A/C Name: Dube TradePort Corporation;
Account type: Current

BRIEFING SESSION

A **NON - COMPULSORY** briefing session meeting for service providers, who have paid for and collected the Bid Documents during the collection period as specified above, will be held at DTPC, 7 Umsinsi Junction, 4th Floor, 29° South, La Mercy KwaZulu Natal on, **14th February 2020 at 13:00**.

Enquiries should be directed via email: tenders@dubetradeport.co.za.

CLOSING TIME & DATE FOR SUBMITTING RESPONSES

Proposals must be submitted at the DTPC offices on or before **11h00**, South African time on **26th February 2020**. Documents should be clearly marked "**BUSINESS DEVELOPMENT STRATEGY FOR DUBE TRADEPORT CARGO TERMINAL**"