

AIR TRAFFIC AND NAVIGATION SERVICES SOC LTD



EXPRESSION OF INTEREST (EOI)

**INVITATION TO ATNS ENTERPRISE AND SUPPLIER
DEVELOPMENT PROGRAMME**

JANUARY 2024

CLOSING DATE:	29 FEBRURY 2024
CLOSING TIME:	12h00, CAT (no late, or facsimile responses will be accepted)
DESCRIPTION:	Expression of Interest (EOI): ATNS Enterprise Supplier Development (ESD) Programme 2024/2025.
DEPOSITED IN THE BID BOX SITUATED AT:	<p>ATNS Company Limited, Eastgate Office Park, Block C, South Boulevard Road, Bruma,2298 OR</p> <p>If a supplier chooses to submit their application documents online, they must first register their interest by emailing ESD@atns.co.za.</p> <p>On the email suppliers must specify on the subject line –: Expression of Interest (EOI): ATNS Enterprise Supplier Development (ESD) Programme 2024/2025. The application supplier will therefore be provided with a link for uploading the documents electronically.</p>
CONTACT:	Mulomoni Nesengani
TELEPHONE:	(+27)11 607 1147
E-MAIL:	ESD@atns.co.za

IMPORTANT NOTICE

The information contained herein, is given without any liability whatsoever to Air Traffic & Navigation Services SOC Limited (ATNS) and no representation or warranty, express or implied, is made as to the accuracy, completeness, or thoroughness of the content of this document.

This EOI is for the confidential use of only those persons/companies who are interested in participating to this process. Each participant acknowledges that the contents of this EOI are confidential and agrees that it will not without the prior written consent of ATNS, reproduce, use, or disclose such information in whole or in part, to any other party other than as required by law or other regulatory requirements.

The participants shall bear all costs incurred by him in connection with the preparation and submission of his information and supporting documents. ATNS will in no case be responsible for payment to the participants for these costs.

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1 INTRODUCTION

1.1. Company Background

The Air Traffic and Navigation Service Company Limited (ATNS) is a State-Owned Company (SOC), established in 1993 in terms of the ATNS Company Act (Act 45 of 1993) to provide air traffic management, communication, surveillance, navigation, training, and associated services within South Africa on behalf of the State. ATNS manages 6% of the world's airspace. These services accord with International Civil Aviation Organisation (ICAO) standards and recommended practices, the South African Civil Aviation Regulations and Technical Standards. As an Air Navigation Service Provider (ANSP), ATNS is governed by the nation's legislative and administrative framework.

ATNS, which has over 1100 employees, endeavours to offer safe airspace as well as orderly, speedy, and efficient Air Traffic Management services on a constant basis. The company operates at 21 aerodromes across the country, including OR Tambo, Cape Town, and King Shaka International Airports.

In the rest of the African Continent, ATNS provides various support services to other ANSPs and Civil Aviation Authorities (CAAs) amongst others the Aeronautical Satellite Communication (based on VSAT technology) networks.

This service extends from Cape to Cairo interconnecting more than 33 states in Africa and Middle East. Other services include Air Traffic Services (ATS) and technical training, World Geodetic System (WGS) 84 surveys, airspace design, obstacle evaluations, Aeronautical Information Publication (AIP) documentation, Billing, and consultancy services.

Additional information is available on ATNS website – www.atns.co.za

1.2. Purpose of the EOI

- 1.2.1.** The objective of this EOI is to facilitate Enterprise Development (ED) and Supplier Development (SD), which are two of the three priority components of the Broad-Based Black Economic Empowerment (B-BBEE) Scorecard. The goal of Enterprise Supplier Development (ESD) is to strengthen local procurement, improve local supplier development programmes, and expand financial support for black businesses.
- 1.2.2.** ATNS pursues Preferential Procurement (PP) as stipulated in the B-BBEE legislation to address issues of transformation within the aviation sector. This is also done to ensure that ATNS remains B-BBEE compliant and contributes towards the transformation agenda.
- 1.2.3.** ESD is therefore undertaken in alignment with the key performance indicators as defined by the Department of Transport (DoT) Transformation Strategy.
- 1.2.4.** To establish strategic partnerships for the execution and delivery of projects or ongoing services within South Africa and the African Indian Ocean Region, ATNS invites Small, Medium, and Micro Enterprises (SMMEs) to express interest in this programme by providing information.

1.3. Correctness

- 1.3.1.** While every effort has been made to provide comprehensive and accurate background information, requirements and specifications, SMMEs must form their own conclusions about the solutions needed to meet the requirements set out in this EOI.

1.4. Important Notes

- 1.4.1.** Please note that this enquiry is a EOI only and does not constitute a guarantee of business, or an agreement.
- 1.4.2.** This EOI is a stand-alone information gathering and market-testing exercise, intended only to inform and assist ATNS further decisions.
- 1.4.3.** ATNS reserves the right not to proceed with any further engagement on the requirements presented.

2 GENERAL INSTRUCTIONS AND ADMINISTRATIVE REQUIREMENTS

2.1 Correspondence during EOI Period

All correspondence shall be referenced as **ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMME** and may be sent by email to ESD@atns.co.za

2.2 Proposals

The submitted responses should include at minimum the following:

- 2.2.1. A document that addresses the requirements set out below and other pertinent information.
- 2.2.2. All completed documents as listed in **Appendix A** to this EOI
- 2.2.3. All completed documents as listed in **Appendix B** to this EOI

2.3 Submission of Proposals

2.3.1 The Bid Documents shall be hand delivered to:

ATNS Company Limited,
Eastgate Office Park, Block C,
South Boulevard Road,
Bruma,
2298

South Africa; **OR**

Should service providers require to submit their documents online, they must send an email to ESD@atns.co.za to express their interest to do so.

On the email service providers must specify on the subject line –: **PROJECT DESCRIPTION: EOI//ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMME**. Service providers will therefore be provided with a Link to upload their documents.

3 ENTERPRISE SUPPLIER DEVELOPMENT PROGRAMME

3.1 SMME Area of Expertise and Requirements

SMMEs must have minimum of 2 years' proven experience in implementing and supporting projects/solutions in the technology disciplines listed below, and this must be supported by reference letters:

- Communications, Navigation and Surveillance (CNS) space
- Energy Systems (Environmental Sustainability),
- Service Oriented Architecture (SOA),
- IT/OT Infrastructure and Cyber Security, Software Products,
- Drones/RPAS, Leadership Development Programmes,
- Aviation Medical Practitioners
- Electrical, electronic aeronautical, computer and mechatronic engineering business

3.2 South African born owned SMMEs.

4 TERMS

Whilst ATNS have taken every reasonable step to ensure the accuracy of this brief, the Company accepts no liability in relation to the accuracy of any representation made. ATNS reserves the right to vary the scope and terms as described in this document although variation is not anticipated at this time.

All information in this document and associated responses is Confidential.

5 DISCLAIMER

5.1 The respondent shall bear all costs incurred by him/her in connection with the preparation and submission of his/her response. ATNS will in no case be responsible for payment for any preparatory costs or other activities performed in connection with this submission.

5.2 Additionally ATNS reserves the right and at ATNS's sole and full discretion to:

- a) Utilize any information provided to it in response to this EOI to draft the scope of requirements for inclusion in an EOI;
- b) take no further action whatsoever, if it so decides;
- c) withdraw from this process and the provisions of this project at any time;
- d) select the SMME participants based on ATNS's criteria;
- e) not bind itself to accept any or all of the EOI.

6 Appendix A

ATNS ESD Programme 2022/2023

1. EXPRESSION OF INTEREST

I/We _____

[name of company, close corporation or partnership]

of [full address]

carrying on business under style or title of [trading as]

represented

by _____

in my capacity as

being duly authorised, hereby lodge an RFI in the provision _____

Respondent's Signature

Date and Company Stamp

2. ADDRESS FOR NOTICES

Respondent to indicate its domicile citandi et executandi hereunder:

Name of entity:	
Facsimile:	
Address:	

3. NAME(S) AND ADDRESS / ADDRESSES OF DIRECTOR(S) OR MEMBER(S)

The Respondent must disclose hereunder the full name(s) and address(s) of the director(s) or members of the company or close corporation [C.C.] on whose behalf the RFI is submitted.

a	Registration number of company / C.C.	
b	Registered name of company / C.C	
c1	Full name(s) of director/member(s):	
c2	Address/Addresses:	
c3	ID Number/s:	

4. CONFIDENTIALITY

All information related to a subsequent contract, both during and after completion, is to be treated with strict confidence. Should the need however arise to divulge any information gleaned from provision of the Services, which is either directly or indirectly related to ATNS's business, written approval to divulge such information must be obtained from ATNS.

Respondent's Signature

Date and Company Stamp

5. CONFIDENTIALITY

The Respondent must submit with his/her responses to this EOI, as a minimum requirement, all the returned/submitted documents to be indicated below with a “yes” or “no” as appropriate.

No	Documents	Yes	No
a)	<p>Company Profile containing the following information:</p> <ol style="list-style-type: none"> 1. Company ownership in terms of Race, Gender and Disability and Youth 2. Nature of your business, i.e. an original equipment maker (OEM), Reseller, Software Designer, etc. 3. Type of business, i.e. Partnership, Pty Ltd, etc 4. If your company has exclusive agreements with other companies 5. Annual turnover 6. Number of full-time employees 7. Products and services 8. Capabilities 9. Information regarding licensing 10. List of your clients list 		
b)	<p>An organogram indicating the following:</p> <ol style="list-style-type: none"> 1. Organizational structure 2. Key functional areas 3. Key personnel and their qualifications and experience 		
c)	Respondent Trade Details Form		
d)	Original cancelled cheque or bank verification of banking details		
e)	Certified copies of IDs of shareholder/directors/members [as applicable]		
f)	Certified copy of Certificate of Incorporation [CM29/CM9 name change]		
g)	Certified copy of share certificates [CK1/CK2 if CC]		
h)	Company letterhead		
i)	Original valid Tax Clearance Certificate		
j)	Valid B-BBEE certificate		
k)	Certified copy of VAT Registration Certificate		

Respondent's Signature

Date and Company Stamp

Although no disqualification will take place during assessment of Respondents' information, by signing these EOI documents, the Respondent is deemed to acknowledge that he/she has made himself/herself thoroughly familiar with all the conditions governing this EOI, including those contained in any printed form stated to form part hereof and ATNS SOC Ltd will recognise no claim for relief based on an allegation that the Respondent overlooked any such condition.

SIGNED at _____ on this ____ day of _____ 20__.

SIGNATURE OF WITNESSES

ADDRESS OF WITNESSES

1 _____

Name _____

2 _____

Name _____

SIGNATURE OF RESPONDENT'S AUTHORISED REPRESENTATIVE:

NAME: _____

DESIGNATION: _____

Respondent's Signature

Date and Company Stamp

