

REQUEST FOR PROPOSALS (RFP)

Replacement Boundary Fence – Mata-Mata Section
Kgalagadi Transfrontier Park (South Africa)

Reference: APN/IUCN-KTP/PROC-ELECFENCE/2026-RFP02

1. Background

The International Union for Conservation of Nature (IUCN), in partnership with African Parks Network (APN), is implementing the European Union–funded NaturAfrica Action Grant for Transfrontier Conservation Areas in the SADC region.

Under this programme, African Parks has been selected by IUCN to implement the project:

“Integrated Management for Biodiversity Conservation and Community Resilience in the Kgalagadi Transfrontier Park (KTP)”

All procurement activities under this project are conducted in accordance with:

- IUCN procurement policies and procedures
- African Parks procurement procedures
- Applicable donor requirements

African Parks Network invites qualified and experienced suppliers / contractors to submit proposals for the design, supply, delivery and installation of a game proof electric fencing (17 km) for a protected area conservation project at the Mata-Mata Section of the Kgalagadi Transfrontier Park (South Africa).

The purpose of the fence is to provide a durable, fit-for-purpose barrier suitable for wildlife management, boundary control and reduction of human-wildlife conflict.

This procurement process seeks to identify a contractor capable of delivering a complete electric fencing solution, including technical design, materials supply, logistics, installation and commissioning.

All procurement activities will be conducted in accordance with applicable procurement procedures, donor requirements and principles of fairness, transparency and best value for money through a competitive bidding process to ensure:

- Best value for money
- Transparency
- Fair competition
- Compliance with donor procurement requirements



ELECTRIC FENCE TECHNICAL SPECIFICATION

1. Design Criteria

The fence shall:

- Be suitable for long-term operation in arid Kalahari conditions.
- Be resistant to deterioration caused by wind, sand movement, ultraviolet exposure and wildlife interaction.
- Be installed on the predator fence currently being procured under a separate contract.
- Be designed to ensure predators are controlled by this fence.
- Include a “trip wire” installation

2. Electric Fence Configuration

- The Contractor shall submit a complete system design detailing:
 - Number of live wires
 - Wire configuration
 - Details of proposed offset brackets
 - Trip wire arrangement
 - Energizers
 - Solar system
 - Batteries
 - Earthing
 - Lightning protection.

2.1. Electric Fence Wire

The Contractor shall specify:

- Wire specification
- Number of strands.
- Proposed configuration of live and negative lines
- Location on the fence

2.2. Trip Wire

- The Contractor shall specify:



- A design proposal
- Proposed configuration of live and negative lines
- Location on the fence

2.3. Offset Brackets

- The Contractor shall specify
 - Bracket type
 - Sizes
 - Quantities

2.4. Insulators and Fittings

- The Contractor shall specify
 - Insulator type
 - Mounting method
 - Any ancillary fittings.

2.5. Energizer System

- The Contractor shall specify
 - Energizer manufacturer
 - model,
 - stored energy
 - output energy
 - recommended fence length per energizer
 - enclosure specification.

2.6. Solar Power System

- The Contractor shall specify
 - solar panel size
 - regulator specification
 - battery specification
 - battery enclosure
 - mounting arrangement.

2.7. Earthing and Lightning Protection

- The Contractor shall specify
 - earth spike configuration
 - quantity
 - lightning diverters
 - surg protection components.

3. Procurement Timetable

African Parks intends to conduct this procurement in accordance with the timetable below. African Parks reserves the right to amend the timetable at its sole discretion and will notify all bidders of any changes.

Key Dates: Issue of Request for Proposals 01 July 2026, Deadline for Requests for Clarification 8th July 2026, Proposal Submission Deadline 22nd July 2026

Notification of Preferred Bidder 30 July 2026

Delivery Requirements

11.1 Time of Delivery

The Contractor shall complete the full scope of works — including design, supply, delivery, installation, testing and commissioning of the electric fence — **within the contract period specified in the final agreement.**

The Contractor shall submit a detailed **work programme** indicating:

- Mobilisation date
- Delivery of materials to site
- Installation phases
- Testing and energizing
- Final inspection and handover

African Parks reserves the right to approve, amend or request clarification on the proposed timeline.

11.2 Place of Delivery

All materials, equipment and personnel shall be delivered to the **Mata-Mata Section of the Kgalagadi Transfrontier Park (South Africa)**, at the exact location(s) designated by African Parks during site handover.



The Contractor is responsible for:

- Transport to the Park
- Cross-border logistics (if applicable)
- Offloading and secure storage of materials
- Movement of materials within the Park to the installation site

African Parks will not provide transport, storage, fuel, or equipment unless explicitly stated in the contract.

Payment Terms

The following payment terms shall apply:

1. **No advance payment** will be made unless explicitly approved by African Parks and the donor.
2. Payments will be made **against verified milestones**, supported by:
 - Approved progress reports
 - Site inspection certificates
 - Delivery notes
 - Invoices
3. A typical milestone structure may include:
 - **20%** upon approval of final design and mobilisation
 - **40%** upon delivery of all materials to site
 - **30%** upon completion of installation
 - **10%** upon final testing, commissioning and acceptance
4. All payments will be made **in accordance with African Parks and IUCN procurement and financial procedures**.
5. The Contractor must be fully tax-compliant and provide valid tax documentation before any payment is processed.
6. Retention may be applied at African Parks' discretion to ensure defect-free completion.

African Parks reserves the right to withhold payment for incomplete, defective or non-compliant work.

Submission Requirements

12.1 Separate Technical and Financial Proposals Bidders must submit their proposals in **two separate emails**:



- **Email 1: Technical / Qualitative Proposal**
- **Email 2: Financial Proposal**

No pricing information may appear in the technical proposal.

Submit to ktpprocurement@africanparks.org

Validity Period of Offer Bids must remain valid for a minimum period of **90 days** from the submission deadline.

Language of Submission All documents must be submitted in **English**.

Requests for Clarification

Bidders may submit written requests for clarification regarding any aspect of this Request for Proposals.

All requests for clarification must be submitted by email to: ktpprocurement@africanparks.org

Clarification requests must be received no later than 8th of July 2026.

Responses to clarification requests that may be relevant to all bidders will be circulated to all parties that have received the RFP. African Parks reserves the right to decline responding to requests received after the clarification deadline.

No verbal clarification or instruction shall be considered binding unless subsequently confirmed in writing by African Parks.



SCHEDULE A – CONTRACTOR PROPOSED ELECTRIC FENCE DESIGN AND BILL OF QUANTITIES

A. Offset Brackets and Supports

Item	Unit	Proposed Specification	Quantity
450 mm Double Offset Bracket	No.		
225 mm Single Offset Bracket	No.		
225 mm Double Offset Bracket	No.		
Y Standards / Trip Wire Supports	No.		
Other			

B. Electric Fence Conductors

Item	Unit	Proposed Specification	Quantity
Electric Fence Wire	No.		
Number of Live Strands	No.		
Other	No.		

C. Insulators and Fittings

Item	Unit	Proposed Specification	Quantity
Insulators	No.		
Strain Insulators	No.		
Tensioners	No.		



Galvanized Line clamps	No.		
Other			

D. Energizer System

Item	Unit	Proposed Specification	Quantity
Energizers	No.		
Solar Panels	No.		
Under gate cables			
Batteries	No.		
Battery Enclosures	No.		
Charge Controllers	No.		

E. Earthing and Lightning Protection

Item	Unit	Proposed Specification	Quantity
Earth Spikes	No.		
Lightning Diverters	No.		
Surge Protectors	No.		

F. Design Summary

Component	Contractor Proposal
Number of Live Wires	
Offset Configuration	
Energizer Model	
Solar Panel Rating	



Battery Capacity	
Earthing Configuration	

SCHEDULE B – PRICING SCHEDULE

Pricing Summary

Item	Unit Rate	Quantity	Total
Offset Brackets and Supports			
Electric Fence Conductors			
Insulators and Fittings			
Energizer System			
Solar Power System			
Earthing and Lightning Protection			
Materials Subtotal			
Installation Labour			
Supervision			
Transport and Logistics			
Other Costs			
Installation Subtotal			
Item		Total	



Materials Subtotal	
Installation Subtotal	
Total Excluding VAT	
VAT	
Total Including VAT	

SCHEDULE C – CONTRACTORS DECLARATION

I/We, the undersigned, hereby certify that:

1. The information provided in this proposal is complete and accurate.
2. The proposed design and specifications comply with the requirements of this Request for Proposals.
3. All pricing submitted is valid for a period of _____ days from the closing date of the request for proposals.
4. The Contractor has the necessary experience, personnel, equipment and financial capacity to undertake the works if awarded the contract.
5. The Contractor has disclosed all material information that may affect the execution of the works.

Item	Details
Contractor Name	
Company Registration Number	
VAT Registration Number	
Authorised Representative	
Position	
Signature	
Date	
Company Stamp	

SCHEDULE D – QUALITATIVE RESPONSE REQUIREMENTS

Bidders must submit a comprehensive qualitative response demonstrating their technical capacity, organisational suitability, and operational readiness to deliver the works. The qualitative response shall include, at minimum, the following components:

1. Company Profile

The bidder shall provide:

- Company registration details, including registration number and year of establishment
- Ownership structure, including directors and shareholders
- Physical location(s) of offices, workshops, and storage facilities
- Operational footprint, particularly in arid, remote, or protected-area environments
- Summary of organisational capacity, including equipment owned, staffing levels, and financial stability

2. Relevant Experience

The bidder must demonstrate experience in:

- Wildlife-proof, predator-proof, or game-proof fencing projects
- Electric fencing installations in protected areas or high-risk wildlife zones
- Projects in similar terrain (arid, sandy, remote, Kalahari-type environments)
- Work for conservation agencies, government, or international NGOs

Each bidder must provide **at least three past projects**, including:

- Client name
- Project description
- Location
- Fence type and length
- Contract value
- Completion date
- Reference contact details

3. Method Statement

The bidder must provide a detailed methodology describing how the works will be executed, including:



- Site establishment and mobilisation plan
- Installation methodology for:
 - Offset brackets
 - Electric wires
 - Trip-wire system
 - Energizers
 - Solar system
 - Earthing and lightning protection
- Equipment and machinery to be used (e.g., augers, tensioners, 4x4 vehicles)
- Quality assurance procedures
- Environmental protection measures
- Timeline and work programme, including:
 - Mobilisation
 - Installation phases
 - Testing and commissioning
 - Handover

The method statement must demonstrate the bidder’s ability to work efficiently in **remote Kalahari conditions**.

4. Team Qualifications

The bidder must provide:

- A project-specific organogram
- CVs of key personnel, including:
 - Project Manager
 - Site Supervisor
 - Foreman
 - Skilled fencing technicians
 - Electric fence specialist

Each CV must include:

- Qualifications
- Relevant experience
- Certifications (electrical, OHS, fencing systems)
- Previous work in protected areas or wildlife environments

5. Compliance Documentation

The bidder must submit copies of:



- Occupational Health & Safety (OHS) compliance certificates
- Public liability insurance
- Workmen’s compensation / employee injury insurance
- Environmental compliance documents
- Tax clearance certificate
- Any relevant national or local registrations required for construction or electrical work

6. Materials Specification

The bidder must confirm the exact materials they will supply, including:

- Fence wire type and gauge
- Number of live and earth strands
- Offset bracket types and sizes
- Insulators and fittings
- Energizer model and capacity
- Solar panel rating
- Battery type and capacity
- Earthing system components
- Lightning protection components

This section must align with **Schedule A – Contractor Proposed Electric Fence Design and Bill of Quantities**.

7. Risk Management Plan

The bidder must provide a risk management strategy addressing:

- Wildlife interactions during installation
- Extreme weather conditions (heat, wind, sandstorms)
- Worker safety in remote areas
- Equipment security
- Environmental risks, including soil disturbance and waste
- Emergency response procedures
- Mitigation measures for delays, supply chain issues, or access challenges

8. Additional Value-Added Information (Optional)

Bidders may include:

- Innovations in electric fencing
- Extended warranties



- Local employment or training commitments
- Maintenance support packages
- Sustainability measures

