

**REQUEST FOR PROPOSALS (RFP) : Replacement Boundary Fence – Mata-Mata Section
Kgalagadi Transfrontier Park (South Africa)**

Reference Number: APN/IUCN-KTP/PROC-FENCE/2026-RFP01

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 erection of a 17 km section of game proof fence for a protected area conservation project.

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 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



PREDATOR FENCE TECHNICAL SPECIFICATION

2. 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 constructed using creosote-treated timber posts and droppers.
- Incorporate jackal-proof mesh and a continuous ground apron.
- Be capable of integration with a separate electric fence system to be procured under a separate contract.
- Follow the existing fence alignment unless otherwise instructed.

3. FENCE CONFIGURATION

The Contractor shall design, supply, transport and install a complete predator-resistant boundary fence suitable for long-term operation within the Kgalagadi Transfrontier Park.

The Contractor shall submit a complete fence design detailing all dimensions, spacing, materials, construction methods and technical specifications proposed for the works.

The proposed design shall be compatible with the future installation of an electric fence system to be procured under a separate contract.

4. TIMBER COMPONENTS

4.1 General

All posts, droppers and timber structural components shall be creosote treated.

The contractor should provide treatment certification, and sizes for all timber components proposed.

4.2 Anchor Assemblies

The Contractor shall design and specify all anchor assemblies required to maintain fence stability and wire tension throughout the design life of the fence.

The Contractor shall specify:

- Anchor spacing
- Anchor post dimensions
- Installation depth



- Bracing arrangement
- Concrete requirements

Drawings of typical anchor assemblies shall be included with the proposal.

4.3 Line Posts

The Contractor shall propose a line post design suitable for maintaining fence alignment, wire tension and mesh stability throughout the design life of the fence.

The Contractor shall specify:

- Post diameter
- Post length
- Installation depth
- Post spacing

4.4 Droppers

The Contractor shall propose a dropper specification suitable for maintaining mesh alignment and preventing sagging or distortion of the fence.

The Contractor shall specify:

- Dropper diameter
- Dropper length
- Dropper spacing
- Fixing methodology

The proposed design shall ensure that the fence remains structurally stable and effective throughout its intended service life.

5. MESH AND GROUND APRON

The fence shall incorporate a fully galvanised mesh system, including a continuous ground apron, designed to prevent predators from passing through, beneath or otherwise compromising the fence.

As a minimum standard, the mesh shall have:

- Minimum wire diameter of 1.8 mm
- Maximum aperture size of 90 mm

The mesh system shall incorporate a continuous ground apron for the full length of the fence. The apron shall:



- Be securely connected to the lower portion of the fence mesh
- Extend onto the ground surface on the predator side of the fence
- Prevent predators from excavating beneath the fence

The Contractor shall specify:

- Product specification
- Mesh height
- Galvanising standard
- Installation methodology
- Apron width
- Apron configuration
- Method of attachment between the mesh and apron
- Ground anchoring system
- Ground anchor spacing
- Materials used for anchoring and fixing

The Contractor shall demonstrate that the proposed mesh and apron system is suitable for predator exclusion and capable of providing long-term performance under Kalahari environmental conditions.

7. FENCE WIRES

The fence shall incorporate high tensile fence wires as part of the overall fence structure.

The Contractor shall specify:

- Number of wires proposed
- Wire specification
- Wire spacing arrangement

The proposed wire configuration shall provide sufficient structural integrity to support the fence system and maintain long-term tension.

8. FASTENERS, FITTINGS AND ANCILLARY MATERIALS

The Contractor shall specify all fasteners, fittings and ancillary materials proposed for the fence construction.

All steel components shall be galvanised or otherwise protected against corrosion.

The Contractor shall provide details of:

- Staples
- Tie wire



- Any additional components incorporated into the design

The Contractor shall demonstrate that all components are suitable for long-term outdoor use and compatible with the proposed fence design.

9. CONCRETE WORKS

Concrete shall be used for all anchor assemblies and any additional structural elements requiring permanent support.

The Contractor shall specify:

- Concrete strength
- Mix design
- Foundation dimensions

The Contractor shall demonstrate that the proposed concrete works are adequate for the structural requirements of the fence system.

10. 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:

KTP

ktpprocurement@africanparks.org

Procurement

Clarification requests must be received no later than 8 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 FENCE DESIGN AND BILL OF QUANTITIES

The Contractor shall complete the following schedule and submit it as part of their proposal. The quantities provided shall represent the Contractor's complete proposed design for the 17 km fence section.

A. Timber Components

Item	Unit	Proposed Specification	Spacing	Quantity
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TFCA FINANCING FACILITY



Trip Strain Box Posts	No.			
Double Strain Box Posts	No.			
Horizontal Brace Posts	No.			
Intermediate Anchor Posts	No.			
Line Posts	No.			
Droppers	No.			
Concrete for Anchors	m ³			

B. Fence Wire Components

Item	Unit	Proposed Specification	Quantity
High Tensile Fence Wire	m		
Number of Fence Strands	No.		
Wire Specification	Description		
Binding Wire	kg		

C. Mesh and Apron System

Item	Unit	Proposed Specification	Quantity
Jackal Mesh	m		
Mesh Height	mm		
Ground Apron Width	mm		
Ground Anchors / Pegs	No.		



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Ground Anchor Spacing	m		
Apron Fixing Method	Description		
Apron Anchoring Material	Description		

D. Ancillary Materials

Item	Unit	Proposed Specification	Quantity
Staples	No.		
Tie Wire	kg		
Wire Strainers	No.		
Additional Components	Description		

E. Design Summary

Component	Contractor Proposal
Anchor Spacing	
Line Post Spacing	
Dropper Spacing	
Fence Height	
Mesh Height	
Apron Width	
Ground Anchor Spacing	
Number of Wire Strands	
Expected Design Life	

SCHEDULE B – PRICING SCHEDULE

Pricing Summary

Item	Unit Rate	Quantity	Total
Fence Construction			



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Materials			
Labour			
Plant & Equipment			
Transport			
Other			
Total Excluding 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

