

Invitation to EOI

Air Traffic and Navigation Services SOC Ltd (ATNS) Republic of South Africa



Expression of Interest (EOI): ATNS/ESD/RFI001/2025/26 ESD ATNS Enterprise Supplier Development (ESD) Programme 2025/2026.

July 2025

The information contained within this document is confidential to ATNS in all respects and it is hereby acknowledged that the information provided shall only be used for the preparation of a response to this document. The information furnished will not be used for any other purpose than stated and that the information will not directly or indirectly, by agent, employee or representative, be disclosed either in whole or in part, to any other third party without the express written consent by the Company or its representative.

Reference number	ATNS/ESD/RFI001/2025/26 ESD
Description	ATNS Enterprise Supplier Development Programme 2025/2026.
Issue date	25 July 2025
Closing date	15 August 2025
Closing time	16:00, Central African Time (CAT)
EOI submission - Online	Request Process:
	- Email Lightg@atns.co.za and cc: tenders@atns.co.za
	- Email subject line: Include the tender number and description
	- A link will be provided for online submission upon receipt of the request
	- Deadline for requesting the Link: 2 days before the closing date
	- Note: Requests after the deadline will not be processed

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Interest structure

Indicate the type of interest structure by marking with an 'X'	
Individual	
Joint venture	
Consortium	
With sub-contractors	
Other	
If individual:	
Name of Interested Party	
Registration number	
Value Added Tax (VAT) registration number	
Contact person	
Telephone number	
Cell phone number	
E-mail address	
Postal address	
Physical address	
If Joint Venture (JV) or Consortium, indicate the name/s of the partners:	
Company name	
Registration number	
VAT registration number	
Contact person	
Telephone number	
E-mail address	
Postal address	
Physical address	

Important notice

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

This EOI is for the confidential use of only those persons/companies who are participants of this EOI. Each recipient 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 Interested Party shall bear all costs incurred by him in connection with the preparation and submission of their EOI Response and for finalisation of the contract and the attachments thereof. ATNS will in no case be responsible for payment to the Interested Party for these costs. The Company reserves the right to reject any or all EOIs, to undertake discussions with one or more Interested Partys, and to accept that EOI or modified EOI which in its sole judgment, will be most advantageous to ATNS.

Section A: Introduction and scope of work

1. Introduction

About ATNS

The Air Traffic and Navigation Services (ATNS) Company of South Africa provides air traffic management, communication, surveillance, navigation, and related services, including training. ATNS manages **10% of the world's airspace** and employs over **1,100 staff** to ensure **safe, efficient, and orderly** air traffic services across **21 aerodromes** in South Africa, including OR Tambo, Cape Town, and King Shaka International Airports. In the broader African region, ATNS supports aeronautical satellite communication (VSAT networks) across **33 states**, connecting the continent from **Cape to Cairo** and extending to the Middle East.

ATNS vision:

To be the leading provider of air traffic management solutions and associated services across Africa and select international markets.

ATNS mission:

To provide safe, expeditious, and efficient air traffic management solutions, while ensuring economic, social, and environmental sustainability.

ATNS values include:

- ✦ **Safety and customer centricity:** Prioritising customer needs and ensuring that safety is non-negotiable
- ✦ **Accountability:** Holding ourselves and others accountable for our actions
- ✦ **Agility:** Ensuring that we are flexible and adaptable to change
- ✦ **Diversity:** Embracing inclusion, equality and social differences
- ✦ **Integrity:** Following a moral and incorruptible corporate code

ATNS business environment

ATNS is a **State-Owned Company (SOC)**, established in 1993 under the **ATNS Company Act (Act 45 of 1993)** to provide air traffic services aligned with **ICAO** standards and **South African Civil Aviation Regulations**. As a **commercialised air navigation service provider (ANSP)**, ATNS operates on a **“user-pays” principle**, relying on revenues and debt funding to cover operational and capital expenses.

1. Regulated business activities

ATNS regulated activities contribute 90% of its revenue. Key offerings include:

- ✈ **Air navigation services:** Planning, operating, and maintaining airspace infrastructure such as communication, navigation, and surveillance (CNS) systems.
- ✈ **Air traffic service charges:** Governed by the Economic Regulating Committee (RC), ATNS sets service tariffs and maintains service standards under a five-year permission structure.
- ✈ **Training:** The ATNS Aviation Training Academy (ATA) provides internationally accredited air traffic services and technical training, earning recognition as IATA’s Top Regional Training Partner in 2012 and 2013.

2. Non-regulated business activities:

- ✈ ATNS non-regulated operations contribute **10% of revenue** and focus on **regional expansion** through a subsidiary, **ATNS International**. This platform enables ATNS to explore **joint ventures and partnerships**, enhancing market opportunities and regional influence.
- ✈ For more details, visit: www.atns.com

2. Purpose of the EOI

2.1. Project overview:

- 2.1.1.** 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.
- 2.1.2.** 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.
- 2.1.3.** ESD is therefore undertaken in alignment with the key performance indicators as defined by the Department of Transport (DoT) Transformation Strategy.
- 2.1.4.** 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.
- 2.1.5.** "The **Interested Party**" refers to any individual or legal entity (including companies or other organizations) that submit a response to this EOI indicating their intent to participate or be considered for the opportunity described herein.

2.2. Scope of the project includes:

- 2.2.1.** To be considered for this opportunity, the Interested Party must meet the following criteria:
 - a)** Be a qualified Flight Procedure Designer in accordance with the Civil Aviation Regulations, Part 173 – Flight Procedure Design, and therefore authorized to conduct PANS-OPS Flight Procedure Design and Obstacle Evaluation services.
 - b)** Be a South African citizen by birth, applicable to both Shareholders and Directors of the entity.
 - c)** Demonstrate the ability to provide PANS-OPS flight procedure design and obstacle evaluation services for a minimum period of three (3) years, with the option to extend the service period at the discretion of ATNS.

- d) Be able to submit up-to-date curriculum vitae, certificates, and training records for the Interested Party's Flight Procedure Designer(s), as evidence of relevant qualifications and experience.
- e) Preference will be given to Small, Medium and Micro Enterprises (SMMEs) that are black women-owned, in line with ATNS's transformation and empowerment objectives.

2.3. Expected deliverables

The expected deliverables are as follows and not limited to such:

- 2.3.1.** The Interested Party must make themselves available to receive ongoing training and development from ATNS through its Enterprise and Supplier Development (ESD) initiatives. Where necessary, the Interested Party may also receive relevant equipment to support their performance for the duration of the contract period.
- 2.3.2.** The Interested Party is required to provide PANS-OPS flight procedure design and obstacle evaluation services for a minimum period of three (3) years, with an option to extend the term at the discretion of ATNS. Furthermore, ATNS reserves the right to enter into a formal contract with the Interested Party to deliver these services at a mutually agreed rate.

3. Correctness

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

4. Correspondence during EOI Period

- 4.1.** All queries should be directed to:
 - 4.1.1. Light Gqabhu:** lightg@atns.co.za (cc: tenders@atns.co.za)
 - 4.1.2. Insert the reference + Description of tender in the subject line.**

5. EOI structure

- 5.1.** The EOI must be submitted in **as follows**:
 - 5.1.1.** A document that addresses the requirements set out in this EOI document and other pertinent information.
 - 5.1.2.** All completed documents as listed in **Appendix A** to this EOI

6. Clarifications

- 6.1. Queries must be submitted in writing using the **Form of Questionnaire (Appendix B)** by **12 August 2025, 16:00 CAT**.

7. Procedures for submitting EOIs

- 7.1. **Closing date: 15 August 2025, 16:00 CAT**

- 7.2. Submissions can be made **online only**:

- 7.2.1. For online submissions: Request a secure portal link by **13 August 2025**.

Request submission link: Link to be requested at lightg@atns.co.za and cc: tenders@atns.co.za

8. Terms

- 8.1. While ATNS has taken all reasonable steps to ensure the accuracy of the information contained in this document, it accepts no liability for any errors, omissions, or misrepresentations. ATNS reserves the right to amend, vary, or update the scope and terms outlined in this document at its sole discretion, although no such changes are anticipated at this time.
- 8.2. All information contained in this document, as well as any associated communications or responses, is to be treated as confidential. Interested Parties are required to maintain the confidentiality of all information received in connection with this.
- 8.3. The Interested Party shall bear all costs associated with the preparation and submission of their response to this Expression of Interest. Under no circumstances will ATNS be liable for any costs, expenses, or losses incurred by the Interested Party in connection with this process, including but not limited to preparatory work, submission of documentation, or related activities.
- 8.4. ATNS reserves the right and at its sole and full discretion to:
- 8.4.1. Utilise any information submitted in response to this EOI for the purpose of developing the final scope of requirements or any future procurement documentation;
- 8.4.2. Take no further action in relation to this EOI process, should it so decide;
- 8.4.3. Withdraw from or cancel this EOI process, or the associated project, at any stage and without prior notice;
- 8.4.4. Select an Interested Party based on criteria determined solely by ATNS;



Appendix A

ATNS ESD Programme 2020/2026

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 EOI in the provision _____

Interested Party's Signature

Date

2. Address for notices

Interested Party 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 Interested Party 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 EOI is submitted.

3.1.	Registration number of company / C.C.	
3.2.	Registered name of company / C.C	
3.3.	Full name(s) of director/member(s):	
3.4.	Address/Addresses:	
3.5.	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.

Interested Party's Signature

Date

5. Required documents

The Interested Party must submit with their response to this EOI, as a minimum requirement, all the documents stipulated in this EOI to be indicated below with a “yes” or “no” as appropriate.

No	Documents	Yes	No
5.1.	Company Profile containing the following information: 5.1.1. Company ownership in terms of Race, Gender and Disability and Youth 5.1.2. Type of business, i.e. Partnership, Pty Ltd, etc 5.1.3. If your company has exclusive agreements with other companies 5.1.4. Annual turnover 5.1.5. Number of full-time employees 5.1.6. Products and services 5.1.7. Capabilities 5.1.8. Information regarding licensing 5.1.9. List of your clients list		
5.2.	An organogram indicating the following: 5.2.1. Organizational structure 5.2.2. Key functional areas 5.2.3. Key personnel and their qualifications and experience		
5.3.	Interested Party Trade Details Form		
5.4.	Confirmation of banking details		
5.5.	Certified copies of IDs of shareholder/directors/members [as applicable]		
5.6.	CIPC, Company Registration Documents		
5.7.	CSD Report		
5.8.	Company letterhead		
5.9.	Original valid Tax Clearance Certificate		
5.10.	Valid B-BBEE certificate		

Interested Party's Signature

Date



Although no disqualification will take place during assessment of Interested Parties' information, by signing these EOI documents, the Interested Party 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 Interested Party overlooked any such condition.

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

Signature of witnesses

1 _____

Name _____

2 _____

Name _____

Signature of Interested Party's authorised representative:

Name: _____

Designation: _____

Interested Party's Signature

Date



Appendix B– Form questionnaire

Ref. No :
Date :

For the attention of Contract Specialist

ATNS Company Limited,
Eastgate Office Park, Block C,
South Boulevard Road,
Bruma,
2298
E-Mail: Lightg@atns.co.za

From : (Name of Interested Party, Consortium or Consortium Leader)
(Name of Responsible Person and Department)
e-mail address: (Contract Specialist as per the EOI advert)

(Reference of particular document of the EOI or EOI Document)

(Title of subject matter in question)

No.	Paragraph No. in EOI or EOI document	Questions

Questionnaire Submission No. _____