

## TENDER DATA

|                |                                                                                                                             |
|----------------|-----------------------------------------------------------------------------------------------------------------------------|
| Project title: | Appointment of a panel of Cloud Platform Providers/ hyperscalers for three (3) years with an optional extension of 2 years. |
| Bid no:        | SENT-001-2025-26                                                                                                            |

### 1 BACKGROUND

SENTECH is a state-owned enterprise specialising in broadcast signal distribution and telecommunications connectivity in South Africa. As a licensed Electronic Communications Network Service (ECNS) and Electronic Communications Services (ECS) operator, it provides a wide range of services, including wireless broadband, satellite, television, radio, and internet connectivity. With its extensive network infrastructure, SENTECH serves as a key enabler of global broadcasting and digital content delivery.

As part of its strategic expansion into cloud computing, SENTECH is establishing a panel of Cloud Platform Providers. Beyond forming this panel, SENTECH intends to enter into a framework agreement and strategic partnership with one or more successful bidders. Selection for Framework agreement/ strategic partnership will be based on various factors, including mutual interests, evaluation scores, market conditions, strategic positioning, and business feasibility.

SENTECH reserves the right to engage with selected partners from the panel through a closed bidding process and/or negotiations, ensuring alignment with its strategic objectives.

### 2 SUBMISSION OF BIDS and CLOSING

2.1 This Bid closes on the date and time stipulated on the Notice and Invitation to Bid (SBD1). Bids can be submitted electronically via the eTender Portal and/or by hand to the tender box at Sentech Offices, Octave Road, Radiokop Ext 3, Honeydew, Johannesburg.

- a) Bidders that opt to deposit their bid documents in the tender box must do so on or before the closing date and time, during working hours only (08:30-15:30). No late submissions will be accepted.
- b) Bidders who opt to submit via the Sentech eTender Portal ("the eTender Portal") are advised that the eTender Portal has a files size limit of 30MB. Bidders must upload their tender documents timeously. The eTender Portal is available 24hrs a day. No late submissions will be accepted.
- c) It is incumbent on the bidder to ensure that their bids are submitted timeously via the selected method before the closing date and time. Sentech will not take any responsibility of any incomplete submissions or late tenders, for any reason whatsoever.
- d) Telegraphic, telephonic, telex, facsimile, e-mail and late Bids will not be accepted.

2.2 As far as it applies, bidders must submit their proposal and all supporting documentation in a sealed envelope, clearly marked as follows:

- a) For manual submissions, Envelope One must consist of "Original Technical Proposal together with a soft copy in PDF format of an electronic medium e.g. USB etc. The soft copy will consist of a single PDF document containing the complete response. The envelope must contain all information and documents relating to the Bid. (Refer to list of returnable documents).
- b) No Financial Information must be included in Envelope One.
- c) Envelope Two "Original Financial Proposal" (Contract Date and Pricing schedule/schedule of rates as applicable) together with 1 copy of "Financial Proposal" together with a soft copy in PDF format of an electronic medium e.g. Compact Disk (CD), USB etc. The soft copy will consist of a single PDF document containing the complete Financial Proposal.

- d) Bidders are required to place the sealed Envelope One together with the sealed Envelope Two into one sealed envelope or container. The sealed envelope or container must be marked with the following information:
  - FOR ATTENTION: HEAD OF SUPPLY CHAIN MANAGEMENT
  - BID REFERENCE NO: ##
  - TECHNICAL AND FINANCIAL PROPOSALS
  - INSERT CLOSING DATE AND TIME
  - BIDDER'S NAME AND ADDRESS
- e) Bidders that combine their Technical Proposal with the Financial Proposal (or any financial information) will be automatically disqualified and not be evaluated further.
- f) The financial proposal will only be opened and evaluated should the technical proposal be found to be responsive, being that the technical proposal has met the minimum technical evaluation criteria that are set out in the Bid Documents.
- g) The Bidders shall insert a table of contents and bind (ring bind or similar method) the proposal documents and verify the page numbers, as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.
- h) Bidders are required to complete and sign all the returnable documentation (refer to list of returnable documents) and initial all pages, drawings and brochures which are included in the reply as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.
- i) Late submissions will not be considered.
- j) For online submissions via the e-Tender portal, submission requirements are directed by the system. Bidders must follow instructions in the Bidder's manual.

### **3 SIGN AND INITIAL**

Bidders are required to complete and sign the Bid Forms where required and initial the bottom of all pages, drawings and brochures which are included in the submission as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.

Only original signatures will be accepted.

### **4 COMPLETION OF BID DOCUMENTS**

Bidders must ensure that they complete all sections of the Bid Documents as per the requirements in the Bid.

Bidders must use only the Bid documents provided by Sentech. Photocopying of the Bid document is permitted however, Bidders must not retype or redraft the Bid documents.

### **5 COSTS OF PREPARING THE BID SUBMISSION**

Bidders shall bear all costs associated with the preparation and submission of the proposals. Sentech shall under no circumstances be held responsible or liable for any costs incurred during the bidding process.

### **6 ADMINISTRATIVE RESPONSIVENESS CRITERIA**

Bidders are required to ensure that they meet all the Administrative Responsiveness Criteria.

### **7 BBBEE CODES AT SENTECH**

Sentech complies with the codes of good practice as prescribed by the DTI, to advance Broad Based Black Economic Empowerment.

## 8 SUBCONTRACTING AS A CONDITION OF BID

The successful Bidder must subcontract a minimum of \_\_\_N/A\_\_\_% of the value of the contract to \_\_\_N/A\_\_\_ (specify the designated group targeted).

## 9 TRANSFORMATION PLAN

A transformation plan is a record of activities an entity intends to undertake to improve its BBBEE Level through Ownership, Management and Control; Skills Development; Enterprise and Supplier Development and Socio-Economic Development.

Sentech reserves the right to request a BBBEE transformation plan with clearly defined timelines and milestones if the recommended Bidder does not meet Sentech's transformation goals. These milestones must be achieved over the term of the contract. This transformation plan must be submitted within 10 working days from the written request, failing which Sentech reserves the right to withdraw its appointment of the preferred recommended Bidder.

## 10 LOCAL PRODUCTION AND CONTENT

In the case of designated sectors, where in the award of Bids, local production and content is of critical importance, such Bids will contain a specific bidding condition that only locally produced goods, services or works or locally manufactured goods, with a stipulated minimum threshold for local production and content will be considered.

|                                                                                  |     |    |
|----------------------------------------------------------------------------------|-----|----|
| Does this requirement fall under any designated sector as prescribed by the DTI? | Yes | No |
| If yes, specify the sector                                                       |     |    |
| Specify minimum threshold applicable                                             |     |    |

\*Bidders must fill in the SBD6.2 for Local Content and Production

## 11 EVALUATION CRITERIA

The evaluation criteria are stipulated in 18 below. It is the Bidder's responsibility to ensure that it has responded to the evaluation criteria. Failure to meet the evaluation criteria will result in the Bidder not being evaluated further. Bidders must ensure that they have included all supporting documentation required to support their response to the Bid.

## 12 OBJECTIVE CRITERIA

Sentech reserves the right not to consider proposals from Bidders who are currently involved in litigation with Sentech. Sentech further reserve the right not to award this tender to any Bidder based on the proven poor record of accomplishment of the Bidder in previous projects with Sentech. Bidders who are blacklisted or have committed any acts of fraud and/or misrepresentation of facts e.g. tax compliance, BBBEE, company financials, etc. will be eliminated from the bid.

## 13 AWARD OF BID/S

Sentech may appoint one or more suppliers, in whole or in part, or not appoint any supplier/s at all, and/or cancel the bid in its entirety, at Sentech's sole and exclusive discretion, in order to satisfy various needs which may be identified, and to manage certain risks associated with the supply of goods or services specified in respect of the Bid.

## 14 ALTERNATIVE/SUBSTITUTE PRODUCTS

In the case of contracts and/or panels which are in excess of 12 (twelve) months, Sentech shall be entitled to consider alternative products and product upgrades during the tenure of the contract and/or panel in order to accommodate new products and upgrades in the market. Bidders are required to bring all such developments to the attention of Sentech for approval. No alternative products may be supplied without Sentech's prior written approval.

## 15 BRIEFING SESSION

Should there be a compulsory briefing session for this Bid, Bidders must ensure that they attend the briefing session and sign the attendance register, as non-attendance or failure to sign the attendance register will automatically disqualify a Bidder from submitting a proposal for this Bid.

All questions raised by Bidders post the briefing session will be consolidated and shared with all Bidders at least seven (7) calendar days prior to closing.

## 16 CLARIFICATION

Enquiries related to Bid documents may be addressed to the Bid Administrator and Supply Chain Official as stated in SBD 1 Notice and Invitation to Bid.

## 17 BID EVALUATION METHOD

This Bid will be evaluated as described in the table below.

|                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>A 80/20 system will be followed for Technical and Price offer</p> | <ol style="list-style-type: none"> <li>1. Stage 1 – Administrative Responsiveness Evaluation<br/>All the Technical Proposals will be evaluated against the <b>Administrative responsiveness requirements</b> as set out in the list of returnable documents.</li> <li>2. Stage 2 – Mandatory Evaluation<br/>All Proposals that qualify based on the administrative responsiveness requirements will be evaluated against the Mandatory Evaluation Criteria</li> <li>3. Stage 3 – Functional Criteria<br/>All Proposals that qualify from Stage 2 Mandatory criteria will be evaluated against Functional Criteria. Stage 3 has a minimum qualifying score of 55 points out of 60 points. Bidders who fail to obtain this minimum score will not be evaluated further.</li> <li>4. Stage 4 – Platform Demonstration and Risk Assessment<br/>Bidders complying with Stages 1, 2, and 3 will be required to present and demonstrate the proposed cloud platform to enable SENTECH to clarify further questions that might arise from the evaluation process. The evaluation committee reserves the right to conduct a risk assessment on all bidders to establish and assess capacity and risk level to Sentech if a bidder is to be appointed to deliver cloud services.</li> <li>5. Stage 5 – Price and Preference (N/A)<br/>Financial Proposals for Qualifying Bidders will be opened and evaluated. Bidder's financial offers and BEE certificates will be ranked according to price and preference points from the highest number of points to the lowest.</li> </ol> |
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## 18 ADMINISTRATIVE RESPONSIVENESS REQUIREMENTS

To be administratively responsive, Bidders must ensure that they meet all the below mentioned criteria. Bidders that do not meet all the below mentioned criteria may not qualify to be awarded the Bid. Sentech reserves its rights in respect of the below criteria.

- Complete and return all documentation stipulated in the LIST OF RETURNABLE DOCUMENTS.
- All correspondence must be in English.

- Bidders must fill in all sections of this document (where applicable).
- **BLACK INK** must be used when completing the Bid documents.
- Bidders must use only the Bid documents provided by Sentech. Photocopying of the Bid document is permitted however Bidders must not retype or redraft the Bid documents.
- All corrections must be initialled. The use of corrective fluid is strictly prohibited.
- Bidders are required to fill in and sign the Bid Forms and initial all pages, drawings and brochures which are included in the reply as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.
- Bidders must complete an attendance register at each compulsory site meeting attended.
- Appointment of a Bidder will be subject to signing, declaration and submission of SBD 1, 3.1, 3.2, 3.3, 4, 5, 6.1, 6.2 8, and 9 depending on applicability.
- Complete and sign the Contract Data.
- Should this be a 2 envelope or 2 stage system, Bidders **MUST** separate the technical proposal from their financial proposal. The technical and financial proposals must be placed in two separate sealed envelopes.

## 19 AUTOMATIC DISQUALIFICATION

Sentech reserves the right to automatically disqualify Bidders from being awarded this Bid. The following will lead to automatic disqualification:

- Failure to submit a financial proposal, if required.
- The Bidder is or has been involved in any act of corruption or fraud or bribery or collusion, or attempt to influence any employee of Sentech to award this Bid or any other Bid to it.

## 20 TECHNICAL RESPONSIVENESS COMPLIANCE

The Technical Evaluation will encompass the evaluation of:

- Mandatory Criteria
- Functional / Technical Criteria
- Demonstration and Risk Assessment

## 21 TECHNICAL EVALUATION CRITERIA

### 21.1 21.1 Mandatory Eligibility Criteria

The following criteria are mandatory for ALL BIDDERS:

| Item No. | Mandatory Eligibility Criteria                                                                                                                                                                                              | Attach evidence                                                                                                                                                                                                                                                                                                                                                                                                           | Reference (Yes/No) |
|----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|
| 1.       | <b>Bidding Entity Eligibility:</b> The bidder must be a Cloud Platform Provider / Hyperscaler or a collective of entities with a Cloud Platform Provider / Hyperscaler (e.g., Consortium, Joint Venture, Partnership, etc). | <ul style="list-style-type: none"> <li>- Evidence of the bidder being a Cloud Platform Provider or being a collective of entities that includes a Cloud Platform provider/ hyperscaler (e.g. signed letter of confirmation from an authorised representative/s and agreements of the entities forming the bid if applicable).</li> <li>- If applicable, a structure defining the bidding collective, outlining</li> </ul> |                    |

|    |                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |  |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
|    |                                                                                                                                                                                                                         | the roles and responsibilities of each entity in the bid.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| 2. | <b>Local Cloud Infrastructure Presence:</b> The Cloud Platform Provider must have cloud/ hyperscaling infrastructure physically located in South Africa.                                                                | Evidence of the cloud infrastructure's location in South Africa (e.g., data centre locations, ownership/lease agreements, or certifications from relevant regulatory bodies).                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |  |
| 3. | <b>Data Residency &amp; Sovereignty Compliance:</b> The Cloud Platform Provider must ensure that all data <b>can be</b> stored, processed, and backed up within South Africa, in compliance with data sovereignty laws. | <ul style="list-style-type: none"> <li>- Documentation proving data residency compliance, including data centre locations, architectural diagrams, and a letter of confirmation from an authorised representative.</li> <li>- Confirmation that data backups, disaster recovery (DR) sites, and redundancy measures are fully implemented within South Africa.</li> <li>- Written assurance that no customer data is stored or processed outside South Africa unless explicitly authorised by the customer and in compliance with applicable laws.</li> <li>- Compliance with data sovereignty laws.</li> <li>- The bidder must also provide a confirmation letter by an authorised person/s for this tender.</li> </ul> |  |
| 4. | <b>Compliance with South African Data Protection Laws:</b> The Cloud Provider must comply with the Protection of Personal Information Act (POPIA) and other relevant South African regulations.                         | Evidence of compliance, including certifications, audit reports, data protection policies, and legal opinions confirming adherence to POPIA and other applicable laws.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |
| 5. | <b>Customer Data Control &amp; Security Measures:</b> The Cloud Provider must guarantee that customers retain full ownership and control over their data, including the ability to restrict and manage access.          | <ul style="list-style-type: none"> <li>- Description of security mechanisms such as encryption (for data at rest and in transit), identity and access management (IAM), role-based access control (RBAC), audit logs, and access monitoring tools.</li> <li>- Confirmation that any cross-border data transfers comply with South African data sovereignty laws and require explicit customer consent.</li> </ul>                                                                                                                                                                                                                                                                                                        |  |
| 6. | <b>Billing in South African Rand (ZAR):</b> The provider must offer local currency billing (ZAR) with                                                                                                                   | <ul style="list-style-type: none"> <li>- Sample invoices/statements reflecting ZAR billing.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |  |

|    |                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
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|    | transparent pricing, detailed invoicing, and no hidden costs. Local billing support must also be available.                                                                                                                                                                                 | - A commitment letter on official bidder letterhead, signed by an authorised representative/s, confirming local currency billing and availability of local billing support.                                                                                                                                                                                                                                     |  |
| 7. | <b>Local Support &amp; Service Presence:</b> The provider must have local technical support teams based in South Africa to provide timely assistance.                                                                                                                                       | - Evidence of local support centres/offices, including physical addresses in South Africa.<br>- Documentation outlining support structure, service levels (SLAs), escalation procedures, and response times.                                                                                                                                                                                                    |  |
| 8. | <b>Experience:</b> The cloud platform provider/consortium must demonstrate a minimum of five years of experience in delivering scalable cloud solutions, with a proven track record of successfully managing complex deployments and providing ongoing support to enterprise-level clients. | - Bidders must provide a company profile, project portfolio with at least three relevant projects, client references, detailed case studies, and evidence of industry certifications. This documentation should demonstrate a minimum of five years of experience in delivering scalable cloud solutions for enterprise-level clients. This includes both the platform provider and the partner, if applicable. |  |

NOTE: Bidders that do not comply with the above criteria & evidence will not be evaluated further.

## 21.2 Functional Criteria

| Item No.  | Description of Functional Criteria                                                                                                                                                                                                                                                                                                                                                                 | Proof of Compliance (Reference) E.g. File A, Pg. 24, Paragraph 2 or Table 3b (Indicate below) | Score Per Functional Criteria |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|-------------------------------|
| <b>1.</b> | <b>Cloud Infrastructure Flexibility and Scalability</b>                                                                                                                                                                                                                                                                                                                                            |                                                                                               | <b>13</b>                     |
| 1.1       | The cloud platform must provide on-demand, automated provisioning of compute (1), storage (1), and network resources to support dynamic workloads (1).                                                                                                                                                                                                                                             |                                                                                               | 3                             |
| 1.2       | Network resources must be scalable and adaptable, allowing dynamic bandwidth allocation and usage-based billing.                                                                                                                                                                                                                                                                                   |                                                                                               | 1                             |
| 1.3       | The system should support near real-time responsiveness to scaling requests, ensuring low latency and optimised performance.                                                                                                                                                                                                                                                                       |                                                                                               | 1                             |
| 1.4       | The cloud platform must exhibit core cloud computing characteristics, including: <ul style="list-style-type: none"> <li>- Multi-tenancy (1)</li> <li>- Broad network accessibility (1)</li> <li>- Resource pooling (1)</li> <li>- Service-oriented architecture (1)</li> <li>- Rapid elasticity (1)</li> <li>- Dynamic resource allocation (1)</li> <li>- Consumption-based pricing (1)</li> </ul> |                                                                                               | 7                             |
| 1.5       | The provider must offer edge computing functionality, including support for Content Delivery Networks                                                                                                                                                                                                                                                                                              |                                                                                               | 1                             |

|           |                                                                                                                                                                                                                                                                                                                                                       |  |           |
|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|-----------|
|           | (CDNs) to enhance distributed processing and latency reduction.                                                                                                                                                                                                                                                                                       |  |           |
| <b>2.</b> | <b>Application Development and Deployment Platform</b>                                                                                                                                                                                                                                                                                                |  | <b>12</b> |
| 2.1       | The platform must provide a comprehensive Platform as a Service (PaaS) offering, including support for microservices (1), containers (Docker, Kubernetes) (1), and serverless computing (1).                                                                                                                                                          |  | 3         |
| 2.2       | It must support modern software development practices, including DevOps (1), DevSecOps (1), and CI/CD(1) pipelines, to facilitate agile and secure development.                                                                                                                                                                                       |  | 3         |
| 2.3       | The platform should enable seamless design (1), testing (1), deployment (1), and management of advanced analytics applications (1), including AI/ML models (1) and predictive analytics (1).                                                                                                                                                          |  | 6         |
| <b>3.</b> | <b>Hosted Software Solutions (SaaS Capabilities)</b>                                                                                                                                                                                                                                                                                                  |  | <b>4</b>  |
| 3.1       | The cloud provider must offer the capability to host and manage Software as a Service (SaaS) solutions, supporting multi-tenancy and API-driven integrations.                                                                                                                                                                                         |  | 1         |
| 3.2       | The SaaS offerings must include both pre-built enterprise applications (e.g., CRM, ERP, HRMS) (1) and the ability to host custom-developed applications (1).                                                                                                                                                                                          |  | 2         |
| 3.3       | The provider must confirm the ability to support bespoke software solutions for various industries (e.g., finance, healthcare, education, broadcasting).                                                                                                                                                                                              |  | 1         |
| <b>4.</b> | <b>Hybrid Cloud Capabilities and Interoperability</b>                                                                                                                                                                                                                                                                                                 |  | <b>4</b>  |
| 4.1       | The cloud provider must demonstrate expertise in hybrid cloud environments, ensuring seamless integration between on-premises (1), private (1), and public cloud systems using secure and standardised APIs (1).                                                                                                                                      |  | 3         |
| 4.2       | The cloud provider should support multi-cloud interoperability, allowing workload portability across major cloud service providers.                                                                                                                                                                                                                   |  | 1         |
| <b>5</b>  | <b>Professional Services</b>                                                                                                                                                                                                                                                                                                                          |  | <b>5</b>  |
| 5.1       | The provider must offer value-added services, including:<br><ul style="list-style-type: none"> <li>- Training and certification programs (1)</li> <li>- Cloud migration consulting (1)</li> <li>- System and network integration (1)</li> <li>- Performance assessment and optimisation services (1)</li> </ul>                                       |  | 4         |
| 5.2       | The provider must have 24/7 technical support with guaranteed SLA-based response times and a local support presence in South Africa.                                                                                                                                                                                                                  |  | 1         |
| <b>6</b>  | <b>Security, Compliance, and Governance</b>                                                                                                                                                                                                                                                                                                           |  | <b>7</b>  |
| 6.1       | The platform must implement comprehensive security controls, including:<br><ul style="list-style-type: none"> <li>- End-to-end encryption (e.g. AES-256, TLS 1.2/1.3) (1)</li> <li>- Role-based access control (RBAC) (1)</li> <li>- Multi-Factor Authentication (MFA) (1)</li> <li>- Intrusion Detection/Prevention Systems (IDS/IPS) (1)</li> </ul> |  | 4         |
| 6.2       | The cloud provider must comply with global and local security and compliance standards, including ISO 27001, SOC 2, POPIA, and GDPR.                                                                                                                                                                                                                  |  | 1         |
| 6.3       | The provider must offer comprehensive logging, monitoring, and SIEM (Security Information and                                                                                                                                                                                                                                                         |  | 1         |

|              |                                                                                                                                                                            |  |           |
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|              | Event Management) integration for real-time threat detection and forensic analysis.                                                                                        |  |           |
| 6.4          | The cloud provider must ensure zero-trust security architecture and data sovereignty controls to prevent unauthorised data access.                                         |  | 1         |
| <b>7</b>     | <b>AI/ML &amp; Big Data Capabilities</b>                                                                                                                                   |  | <b>5</b>  |
| 7.1          | The cloud platform must provide AI/ML tools, including:<br>- Model training and deployment services (1)<br>- GPU and TPU acceleration (1)<br>- ML Ops pipeline support (1) |  | 3         |
| 7.2          | The platform must support big data processing (1) (e.g., Apache Spark, Hadoop, Data Lakes) and real-time analytics (1).                                                    |  | 2         |
| <b>8</b>     | <b>Disaster Recovery &amp; Business Continuity</b>                                                                                                                         |  | <b>4</b>  |
| 8.1          | The cloud provider must offer automated backups with configurable retention policies and geo-redundant failover solutions.                                                 |  | 1         |
| 8.2          | The provider must have a documented Disaster Recovery (DR) plan (1), including Recovery Time Objectives (RTO) (1) and Recovery Point Objectives (RPO) (1).                 |  | 3         |
| <b>9</b>     | <b>Observability &amp; Performance Monitoring</b>                                                                                                                          |  | <b>5</b>  |
| 9.1          | The platform must support full-stack observability (1), including infrastructure, application (1), and network performance monitoring (1) with AI-powered insights (1).    |  | 4         |
| 9.2          | The cloud provider must provide custom dashboards and alerting mechanisms to optimize cloud resource utilisation.                                                          |  | 1         |
| <b>10</b>    | <b>Sustainability &amp; Green Computing</b>                                                                                                                                |  | <b>2</b>  |
| 10.1         | The provider must offer a sustainability report, detailing carbon footprint reduction strategies and energy-efficient cloud operations.                                    |  | 1         |
| 10.2         | The cloud platform must use renewable energy sources and energy-efficient infrastructure to minimise environmental impact.                                                 |  | 1         |
| <b>Total</b> |                                                                                                                                                                            |  | <b>61</b> |

**Table 2: Total minimum qualifying functional score is 46 out of 61 maximum points.**

### 21.3 Platform Demonstration and Risk Assessment

| Bidders who have successfully met the mandatory requirements and scored qualifying points in functional requirements will be required to demonstrate the system's capabilities. |                                |                                                                                                                                                                                                                                                                                                 |                                                    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|
| Item no.                                                                                                                                                                        | Demonstration Requirement      | Criteria                                                                                                                                                                                                                                                                                        | Points                                             |
| 1.                                                                                                                                                                              | Storage Capacity & Performance | Demonstrate storage capabilities, including:<br>- High availability, durability (e.g., 99.999999999% durability).<br>- Multi-region redundancy and backup strategies.<br>- Tiered storage options (hot, cold, archival) and cost-effectiveness.<br>- Auto-scaling storage with workload spikes. | 3 for full compliance and 1 for partial compliance |
| 2.                                                                                                                                                                              | Compute Power and Scalability  | Showcase compute power and scalability through:<br>- Auto-scaling capabilities in response to real-time workload demands.<br>- Support for high-performance computing (HPC), GPU acceleration, AI/ML workloads.                                                                                 | 3 for full compliance and 1 for partial compliance |

|     |                                                         |                                                                                                                                                                                                                                                                                                                                                                                  |                                                    |
|-----|---------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|
|     |                                                         | <ul style="list-style-type: none"> <li>- Live workload simulations to measure latency, performance, and elasticity.</li> </ul>                                                                                                                                                                                                                                                   |                                                    |
| 3.  | Management & Analytics Tools                            | Demonstrate: <ul style="list-style-type: none"> <li>- Ease of use of the management console and automation features.</li> <li>- Customisation options for dashboards, reporting, and alerts.</li> <li>- Real-time monitoring, AI-driven insights, and self-healing mechanisms.</li> </ul>                                                                                        | 3 for full compliance and 1 for partial compliance |
| 4.  | Database Performance & Flexibility                      | <ul style="list-style-type: none"> <li>- Demonstrate support for different database engines (SQL, NoSQL, NewSQL, in-memory, etc.).</li> <li>- Showcase real-time query performance, indexing, and caching strategies.</li> <li>- Replication, failover, and recovery mechanisms.</li> <li>- Scalability for structured and unstructured data.</li> </ul>                         | 3 for full compliance and 1 for partial compliance |
| 5.  | Edge Computing & Content Delivery                       | <ul style="list-style-type: none"> <li>- Showcase edge computing capabilities for low-latency workloads.</li> <li>- Demonstrate Content Delivery Network (CDN) for fast content distribution and caching.</li> </ul>                                                                                                                                                             | 3 for full compliance and 1 for partial compliance |
| 6.  | Network Performance & Security                          | <ul style="list-style-type: none"> <li>- Demonstrate bandwidth flexibility, low-latency connectivity, and data routing optimisations.</li> <li>- Real-time protection against DDoS, unauthorised access, and network threats.</li> <li>- Secure VPN, firewall, and SD-WAN capabilities.</li> </ul>                                                                               | 3 for full compliance and 1 for partial compliance |
| 7.  | Security, Compliance & Identity Access Management (IAM) | <ul style="list-style-type: none"> <li>- Showcase Zero Trust security model implementation.</li> <li>- Role-Based Access Control (RBAC), Multi-Factor Authentication (MFA).</li> <li>- Encryption (AES-256, TLS 1.3) for data at rest &amp; in transit.</li> <li>- Audit logs, compliance automation, and regulatory reporting for ISO 27001, SOC 2, POPIA, and GDPR.</li> </ul> | 3 for full compliance and 1 for partial compliance |
| 8.  | Billing & Pricing Transparency                          | <ul style="list-style-type: none"> <li>- Provide a live cost estimator tool that forecasts costs accurately.</li> <li>- Demonstrate real-time billing and cost allocation per department/user/project.</li> <li>- Show budgeting tools, alerts for cost overruns, and the dispute resolution process.</li> </ul>                                                                 | 3 for full compliance and 1 for partial compliance |
| 9.  | Monitoring, Observability & Audit Logs                  | <ul style="list-style-type: none"> <li>- Demonstrate real-time visibility into cloud infrastructure performance.</li> <li>- Live showcase of audit logs, SIEM integration, and security analytics.</li> <li>- Prove compliance with log retention policies and searchability of logs for security incidents.</li> </ul>                                                          | 3 for full compliance and 1 for partial compliance |
| 10. | Advanced Differentiating Capabilities                   | Demonstrate unique value propositions such as: <ul style="list-style-type: none"> <li>- AI/ML &amp; automation capabilities for operational efficiency.</li> <li>- Blockchain integration, IoT support, and quantum computing (if applicable).</li> <li>- Customisation options tailored to SENTECH's operational needs.</li> </ul>                                              | 3 for full compliance and 1 for partial compliance |

**Total minimum qualifying functional score is 25 out of 30 maximum points.**

#### 21.4 Evaluation of Price and Preference (N/A)

This Bid will be evaluated on a points system based on a weighted average score for Price and Preference as per the Preferential Procurement Framework Act of 2000 (Act 5 of 2000).

## 21.5 Preference Point allocation – 80/20

|                    |                      |
|--------------------|----------------------|
| Price / Preference | Weighting percentage |
| Preference:        | 20%                  |
| Price:             | 80 %                 |
| Total must equal:  | 100%                 |

Sentech will award preference points as follows:

| Goal                                                                               | Points | Evidence required                                              |
|------------------------------------------------------------------------------------|--------|----------------------------------------------------------------|
| Historically disadvantaged by unfair discrimination on the basis of Race           | 10     | A valid BBBEE Certificate showing at least 51% black ownership |
| Historically disadvantaged by unfair discrimination on the basis of Gender (women) | 8      | A valid BBBEE Certificate showing at least 30% women ownership |
| Historically disadvantaged by unfair discrimination on the basis of disability     | 2      | A doctor's note confirming disability                          |
| Total Points                                                                       | 20     |                                                                |

## 21.6 Price Calculation 80/20

The following formula will be used to calculate the points for price.

$$P_s = 80 \left[ 1 - \frac{(P_t - P_{min})}{P_{min}} \right]$$

Where:

$P_s$  = Points scored for price of bid under consideration

$P_t$  = Rand value of bid under consideration

$P_{min}$  = Rand value of lowest acceptable bid

## 22 Declaration of Authority

The undersigned, who warrants that he / she is duly authorised to do so on behalf of the enterprise, confirms that the contents of this Bid Data is understood and all requirements will be adhered to.

|                |           |      |             |
|----------------|-----------|------|-------------|
|                |           |      |             |
| Name of Bidder | Signature | Date | Designation |

## REFERENCES

Please complete the customer reference table and relevant Contact telephone number and attach reference letters.

| Customer |  | Service Provided | Contact Person | Contact no. | Contractual commencement date | Contractual completion date |
|----------|--|------------------|----------------|-------------|-------------------------------|-----------------------------|
| 1        |  |                  |                |             |                               |                             |
| 2        |  |                  |                |             |                               |                             |
| 3        |  |                  |                |             |                               |                             |
| 4        |  |                  |                |             |                               |                             |
| 5        |  |                  |                |             |                               |                             |

|                  |           |      |
|------------------|-----------|------|
|                  |           |      |
| Name of Tenderer | Signature | Date |