

REQUEST FOR QUOTATION

SENTECH INVITES SUPPLIERS FOR:

| | | | |
|---------------------------|--|------------------|---------|
| Project title: | APPOINTMENT OF A SPECIALIST SERVICE PROVIDER TO FACILITATE EXECUTIVE COMMITTEE STRATEGIC DEVELOPMENT SESSION IN OCTOBER 2023 WITH THE OPTION TO FACILITATE BOARD PLANNING SESSION IN NOVEMBER 2023 | | |
| Quotation or Proposal no: | RFX6000001577 | | |
| RFQ Issue date: | 04 October 2023 | | |
| Briefing Date | | | |
| Closing date: | 16 October 2023 | | |
| Closing time: | 12h00 | Validity period: | 30 days |

You are invited to provide a quote to deliver the goods, services or works defined in the Scope of Work.

QUOTATIONS OR PROPOSALS TO BE RETURNED TO:

| | |
|--------------------------|---------------------------|
| Quotations Administrator | Lungile Sithole |
| Telephone no: | 011 471 4432 |
| E-mail: | Quotations5@sentech.co.za |

Form of Offer and Acceptance

Offer

The Employer, identified in the Acceptance signature block, has solicited offers to enter into a contract for the services as stated in the RFQ: Scope of Work

The Service Providers, identified in the Offer signature block, has examined the documents listed in the RFQ and addenda thereto as listed in the Returnable Schedules, and by submitting this Offer has accepted the Conditions of this RFQ.

By the representative of the Service Provider, deemed to be duly authorised, signing this part of this Form of Offer and Acceptance the Service Provider offers to perform all of the obligations and liabilities of the RFQ under the contract including compliance with all its terms and conditions according to their true intent and meaning for an amount to be determined in accordance with the conditions of contract identified in the RFQ.

THE OFFERED TOTAL OF THE PRICES INCLUSIVE OF VAT IS:

(in words)

.....Rand;

R.....(in figures)

THE OFFERED PRICES ARE AS STATED IN THE PRICING SCHEDULE

This Offer may be accepted by the Employer by signing the Acceptance part of this Form of Offer and Acceptance and returning one copy of this document including the Schedule of Deviations (if any) to the Service Provider before the end of the period of validity stated in the RFQ, or other period as agreed.

Signature(s)

Name(s)

Capacity

**For the
tenderer:**

(Insert name and address of organisation)

Name &
signature of
witness

Date

Acceptance

By signing this part of this Form of Offer and Acceptance, the Employer identified below accepts the Service Providers Offer. In consideration thereof, the Employer shall pay the Service Provider the amount due in accordance with the conditions of the RFQ. Acceptance of the Service Providers Offer shall form an agreement between the Employer and the Service Provider upon the terms and conditions contained in this RFQ.

Deviations from and amendments to the documents listed in the RFQ and any addenda thereto listed in the Returnable Schedules as well as any changes to the terms of the Offer agreed by the Service Provider and the Employer during this process of offer and acceptance, are contained in the Schedule of Deviations attached to and forming part of this Form of Offer and Acceptance. No amendments to or deviations from said documents are valid unless contained in this Schedule.

The Service Provider shall within two days of receiving a completed copy of this agreement, including the Schedule of Deviations (if any), contact the Employer's agent to arrange the delivery of any securities, bonds, guarantees, proof of insurance and any other documentation to be provided in terms of the conditions of contract identified in the RFQ. Failure to fulfil any of these obligations in accordance with those terms shall constitute a repudiation of this agreement.

Notwithstanding anything contained herein, this agreement comes into effect on the date when the Service Provider receives one fully completed original copy of this document, including the Schedule of Deviations (if any).

Signature(s)

Name(s)

Capacity

**for the
Employer**

(Insert name and address of organisation)

Name &
signature of
witness

Date

RFQ Data

1. ADMINISTRATIVE RESPONSIVENESS CRITERIA

- 1.1. Suppliers are required to ensure that they meet all the Administrative Responsiveness Criteria. Suppliers that do not meet all the Administrative Responsive Criteria may not be awarded this Quote. It is the service provider's responsibility to ensure that they are tax compliant and that all required information is submitted to Sentech. Supplier's providing quotations must be registered on the Sentech Supplier Database.
- 1.2. **Quotations must be in a Company Letterhead.**
- 1.3. Quotations or Proposals must be received on or before the closing date and time specified on the Call for Quotation or Proposal document.
- 1.4. Quotations or Proposals must be fully completed and signed in BLACK ink.
- 1.5. Quotations must be submitted via Email.
- 1.6. The Tenderer undertakes to the Purchaser that it will treat as confidential the terms of this RFQ together with all the Purchaser's confidential information and will not disclose such confidential information to any person, firm or company (other than to its auditors and other professional advisers) or to the media, and will not use such confidential information other than for the purposes of this RFQ, subject always to any prior specific authorisation in writing by the Purchaser to such disclosure or use."

2. EVALUATION CRITERIA

The evaluation criteria are stipulated in Section 5. It is the Suppliers responsibility to ensure that it has responded to the evaluation criteria. Failure to meet the evaluation criteria may result in the Supplier being disqualified from being appointed. Suppliers must ensure that they have included all supporting documentation, especially the documentation that may be required to support the response to the evaluation criteria.

3. BRIEFING SESSION

N/A

4. RFQ EVALUATION METHOD

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

| | |
|-------------------|--|
| Evaluation Method | <ol style="list-style-type: none"> 1. Stage 1 – Administrative Responsiveness Evaluation All the Quotations will be evaluated against the Administrative responsiveness requirements as set out in section 2 of the RFQ Data. 2. Stage 2 – Functional Evaluation Criteria The proposals that COMPLY with the Mandatory evaluation criteria be evaluated against the Functional Criteria. Suppliers meeting the minimum requirement will be evaluated further. 3. Stage 3 – Price and Preference Suppliers with the lowest Price offered will score the highest points. Only Suppliers that submit a valid B-BBEE Certificate can claim preference points in line with the 80/20 Suppliers with the highest number of points will be recommended for the award of this quotation, unless there are compelling and justifiable reasons not to do so. |
|-------------------|--|

5. Evaluation of Price and Preference

The Service Provider will be evaluated on a points system for Price and Preference as per Preferential Procurement Framework Act of 2000 (Act 5 of 2000).

6. TECHNICAL EVALUATION CRITERIA

6.1 Mandatory Evaluation Criteria (Stage 2)

| Mandatory Criteria | Proof Required |
|--------------------|----------------|
| | |
| | |

6.2 Functional / Quality criteria (if applicable)(Stage 3)

| | | |
|---|---|----|
| Number of years' experience as a Strategy Development Facilitator(s) <ul style="list-style-type: none"> More than 20 years of experience.....20 points Between 16 to 20 years of experience.....15 points Between 8 to 15 years of experience10 points Less than 8 years of experience.....0 points | Curriculum Vitae that shows explicit experience in Strategy Facilitation | 20 |
| Number of years' experience as Research Analyst <ul style="list-style-type: none"> More than 20 years of experience.....20 points Between 16 to 20 years of experience.....15 points Between 8 to 15 years of experience10 points Less than 8 years of experience.....0 points | Curriculum Vitae that shows explicit experience as Research Analyst | 20 |
| Number of years' experience of Strategy Content Development Specialist <ul style="list-style-type: none"> More than 20 years of experience.....20 points Between 16 to 20 years of experience.....15 points Between 8 to 15 years of experience10 points Less than 8 years of experience.....0 points | Curriculum Vitae that shows experience as Strategy Content Development Specialist | 20 |
| List of customers where the service provider has facilitated strategy development/ design sessions within ICT, broadband and or broadcasting segments: <ul style="list-style-type: none"> More than 5 customers.....10 points 4 to 5 customers.....8 points 2 to 3 customers.....5 points Less than 2 customers.....3 points List not provided.....0 points | Attach a table listing customers with contactable references that you have serviced in terms of Strategy Facilitation and Strategy Content Development Specialist | 10 |

| | | |
|---|---|-----------|
| <p>Methodology and approach clearly describing the Service Providers approach to Facilitation and Strategy Development Session clearly showing the link of customer interface between Service Provider Team and the Sentech Strategy Teams during the project. The methodology must cover the following minimum elements:</p> <ol style="list-style-type: none"> 1) Methodology clearly defined and the rationale for choice or mix of methods clearly explained 2) Schedule of activities for preparation and planning of the workshop e.g. Exco interviews, pre-reading materials for delegates, etc 3) Highlights of research insights to be covered, current trends, future projections, impact on the sector and SENTECH 4) Programme for the two-day strategy workshops, e.g. themes, breakaway sessions, highlighting how engagements will be weaved to cover different business units for media, broadband, towers, satellite, and data centre 5) Feedback session post two days with the Strategy Team 6) Schedule of activities to drive drafting of the Corporate Strategy and presentation to Exco 7) Final presentation for recommendation by Exco to the SENTECH Board | | |
| <p>Evaluation indicators:</p> <ul style="list-style-type: none"> • Excellent methodology – Comprehensive end- to-end Methodology and Proposal that fully addresses ALL aspects of the elements, criteria specified and demonstrates an excellent, innovative, dynamic approach/solution and understanding of the scope of work. =40 points • Good methodology – An end- to-end Methodology and Proposal that covers all or the majority of the aspects, elements and criteria specified. The proposal provides a good/adequate approach or solution to the scope of work. =30 points • Average methodology –Methodology and Proposal fails to address most of the aspects, elements and criteria specified. Methodology is classified as providing an average understanding of the requirements and an average approach or solution to the scope of work. =10 points • Unsatisfactory methodology- Methodology and Proposal contains many deficiencies and does not address all or the majority of the aspects, elements and criteria specified. Methodology does not demonstrate an adequate approach/solution and or understanding of the scope of work. = 0 points • No methodology attached =0 points | <p>Attached detailed Methodology and Proposal</p> | <p>40</p> |

| | | |
|--|-------------|-----|
| Qualifying Score: 80 points out of 110 | TOTAL SCORE | 110 |
|--|-------------|-----|

| | |
|---|----|
| Minimum Score to Qualify for Further Evaluation | 80 |
|---|----|

6.3 Technical Evaluation (Stage 4)

| | Item Description | Score | Comments | Proof required |
|--|------------------|-------|----------|----------------|
| | | | | |
| | | | | |
| | | | | |

*Bidders must complete the two annexures attached with this document.(i.e. Annexure 1- Compulsory covering sheet and Annexure 2- Technical evaluation).

6.4 RISK ASSESSMENT (Stage 5)

All bids that meet the minimum qualifying score for technical evaluation may undergo a risk assessment based on the following framework:

6.5 Evaluation of Price and Preference (Stage 6)

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

7. The price / preference weighting applicable for RFQ are as follows:

| Price / Preference | Points |
|--------------------|--------|
| Preference: | 20 |
| Price: | 80 |
| Total must equal: | 100 |

8. Preference Point allocation – 80/20

Sentech's Specific goals emanate from the section 2(1)d of the Preferential Procurement Policy Act which may include contracting with persons or categories of persons, historically disadvantaged by unfair discrimination on the basis of race, gender and disability. The Reconstruction and Development Programme as published in Government Gazette No 16085 dated 23 November 1994

Sentech will award preference points as follows:

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

a. 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