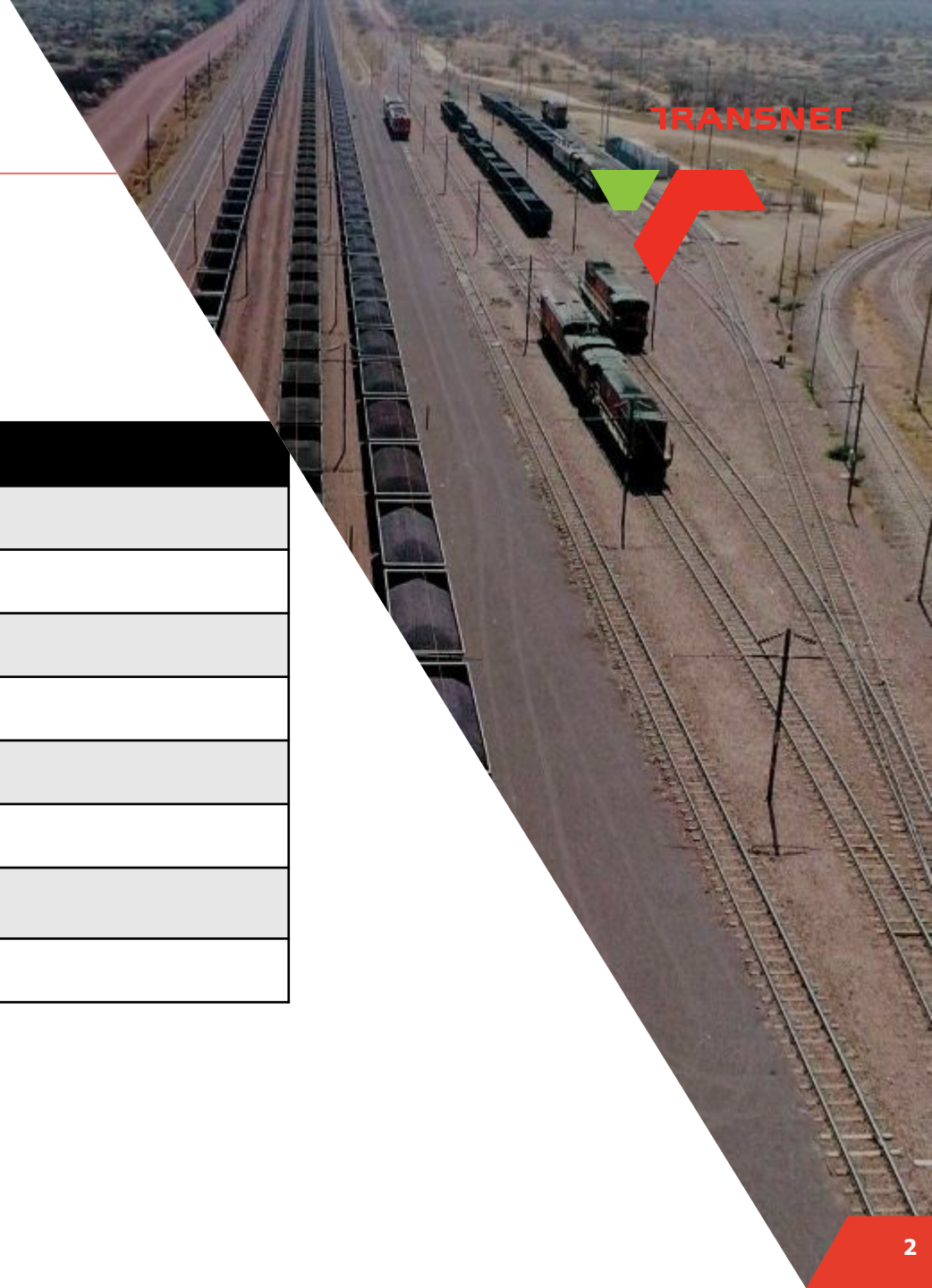
NON-COMPULSORY BRIEFING SESSION: FOR THE PROVISION OF TECHNICAL SERVICES ON A MIGRATION FROM SAP ECC6 TO SAP S/4HANA FOR TRANSNET CORPORATE CENTER (TCC) FOR A PERIOD OF TWELVE (12) MONTHS.

RFP No: TCC/2024/01/0002/54684/RFP

PRESENTED BY: MAHLODI KGANYAGO & REETSANG MODISE

Agenda



No:	Topic
01	Opening/ Welcome
02	Safety Briefing
03	Key Points to Highlight and General Information
04	Scope of Requirements
05	B-BBEE and Specific Goal
06	Joint venture
07	Evaluation Criteria's
08	Questions and closure

Opening/Welcome

Team

- Welcome the bidders
- Each Transnet attendee to briefly introduce themselves.

General Disclaimer: This briefing session must not contradict the RFP, and its supporting documents published, and should there be any errors, acts of omissions or misinterpretations, then the RFP and its attachments takes precedence of it.

Respondents will be given an opportunity to ask questions at the end.

All verbal questions must be put in writing on the RFP Clarification form (Section 8) and Transnet will provide a written response.

NB: No verbal feedback must be construed as binding until in writing.

Key Points - General (1/3)

Please note the following submission requirements, but not limited to:

- Final RFP and **all Returnable Documents listed on Section 5 (List of Returnable Documents)** may still be downloaded directly from National Treasury's e-Tender Publication Portal at www.etenders.gov.za and Transnet website, free of charge.
- Respondents who wish to respond to this RFP as a Joint Venture [JV] or consortium with B-BBEE entities, must state their intention to do so in their RFP submission. Such Respondents must also submit a signed JV or consortium agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party.
- RFP closing date is **30 June 2025, at 12:00**. Respondents must ensure that bids are uploaded timeously onto the system.
- Transnet will not accept bid submission via email. All bids must be loaded on the system.
- Bid Validity period is **180 Business Days from Closing Date.**
- Respondents RFP proposal must **sign documents [sign, stamp and date the bottom of each page] before uploading them on the system. The person or persons signing the submission must be legally authorised by the respondent to do so.**

Respondents must register on the National Treasury's Central Supplier Database CSD prior to submitting/uploading their bids. Business may not be awarded to a Respondent who has failed to register on the CSD, only foreign suppliers with no local registered entity need not register on the CSD.

Key Points - General (2/3)

- **Communication relating to this RFP:**
  - For specific clarification relating to this RFP, an RFP Clarification Request Form should be submitted to [**Mahlodi.kganyago@transnet.net** and **Reetsang.Modise@transnet.net**] before **12:00 pm on 12 June 2025** substantially in the form set out in Section 8 hereto. In the interest of fairness and transparency, Transnet's response to such a query will be published on the e-tender portal and Transnet website.
  - Specific complaints relating to this RFP before or after the closing date should be formally submitted by emailing to groupscmcomplaints@transnet.net . Once the complaint has been submitted, the Transnet SCM Complaints office will acknowledge your complaint and send you a complaint form for completion.
  - After the closing date of the RFP, a Respondent may only communicate with the **Barbara Msomi**, at telephone number 011 308 1892, email **Barbara.Msomi@transnet.net** on any matter relating to its RFP Proposal.
  - Respondents are to note that changes to its submission will not be considered after the closing date.
  - It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of Transnet in respect of this RFP between the closing date and the date of the award of the business.
  - Respondents found to be in collusion with one another will be automatically disqualified and restricted from doing business with organs of state for a specified period.
  - Transnet will publish the outcome of this RFP in the National Treasury e-tender portal and Transnet website with 10 days after the award has been finalised. Respondents are required to check the National Treasury e-tender Portal and Transnet website for the results of the tender process. All unsuccessful bidders have a right to request Transnet to furnish reasons for their bid not being successful. This requested must be directed to the contact person stated in the SBD 1 form.

Key Points - General (3/3)

Proposal Submission:

- **Please refer to Section 2, paragraph 3 of the RFP for a detailed process on how to upload submissions.**

- A detailed bidder guide is included as **ANNEXURE J: GUIDANCE FOR BIDDERS.**

Background SAP Migration to SAP S/4HANA

- Transnet will be going out on a Request for Proposal (RFP) for the SAP Modernisation. The RFP for the SAP Modernisation will be divided into Phases/ parts. Transnet seeks to appoint a competent and qualified Service Provider for the provision of technical services for the migration from SAP ECC6 to the latest version of SAP S4/HANA. The purpose of the RFP is to obtain responses from the market for a technical migration from SAP ECC6 to S/4HANA for Transnet Corporate Centre (TCC).

- The whole migration programme is expected to take a period of 36 months which is three years as other operating divisions are not ready. The operating divisions that have not started the process of migration to S4/HANA will be accommodated from the beginning of the process and for those that have started the process like TPT and TPNA will be assisted from where they have left off. Transnet Freight Rail will consist of two implementations as the operating division will be divided into two (TRIM & TFROC) due to regulations.

- Transnet will not be procuring new licenses; the current licenses will be converted to S4/HANA.

Background SAP Migration to SAP S/4HANA

- Transnet has been making use of Enterprise Resource Planning (ERP) software since its first SAP ERP modules were purchased in 1995.
- Over the last 28 years, the organisation has continued to enhance its ERP environment to such an extent that the ERP software now permeates all areas of the organisation.
- All Transnet Operating Divisions (ODs), as well as the Transnet Corporate Centre (TCC), and Human Capital (HC), have current standalone deployments of SAP ECC6 installed and management in on-premise environments.
- SAP is primarily used as an ERP platform and forms the bedrock of the organisation's, financial, Asset Management, Procurement and People Management systems.
- Any enhancements to systems of this nature must be carefully planned to ensure that there are minimal disruptions to the functioning of the organisation.
- The current version of SAP running on SAP ECC6 requires an upgrade to the latest version of SAP referred to as SAP S/4HANA.

Background SAP Migration to SAP S/4HANA

- Furthermore, the upgrade improves the user interface for better user experience whilst it supports the organisations' objective to digitalize all its core processes.
- In addition, standard maintenance, and support for SAP ECC6 ceases from January 2028 and will require maintenance and support at a premium price should Transnet wish to extend its maintenance and support period beyond 2028.
- It therefore becomes a priority to start the programme to transition to S/4HANA as soon as possible to prevent the possibility of the organization requiring ongoing maintenance and support for SAP ECC6 beyond 2028.
- The SAP Modernization Programme is a strategic initiative aimed at transforming Transnet's existing SAP landscape to meet the evolving business needs, enhance operational efficiency and ensure long-term sustainability.
- Transnet seeks to appoint a competent and qualified Service Provider for the provision of technical services on the migration from SAP ECC6 to SAP S4/HANA.

The Request for Proposal (RFP) Purpose

- The purpose of the RFP is to obtain responses from the market for a technical migration from SAP ECC6 to S/4HANA for Transnet Corporate Centre (TCC).

The table below outlines the technical environment of the Operating Divisions that form part of this scope of work.

Operating Division	S4/HANA Readiness	Database	Infrastructure	SAP Version	Data Centre
Corporate Centre	Unicode compliant	Oracle	On-premise	ECC6.8	MSoft-Azure (Johannesburg)

The Request for Proposal (RFP) Purpose

The table below is a summary view of OD specific SAP modules that are in production and actively used as well as a view of the single instance SAP modules deployed across the organization. Please note the list of modules are not exhaustive but is merely a reflection of common and OD specific modules used across the environment.

TCC ECC6 specific implementations							Transversal For integration				
FI	**CO**	**PM**	**MM**	**RE**	**IM/PS**	**PI/PO**	**HCM**	**CLM**	**FAS**	**GRC**	**SRM**

The appointed service provider will be responsible for the technical migration of the TCC SAP modules listed above and will work with the respective internal Transnet teams to ensure Transnet is able to move these modules from SAP ECC6 to SAP S/4HANA.

SAP Activate methodology

To have assurance in the S/4HANA Implementation project, the principles of SAP's agile project methodology, SAP Activate will be used to execute this project.

The SAP methodology follows a phased approach comprising of the Discover, Prepare, Explore, Realize, Deploy and Run phases. The Service Provider is expected to be familiar with the SAP Activate Methodology of implementing S/4 HANA and execute the project with adherence to the SAP Activate phases.

Discover phase: *Discover the value of S/4 HANA*

- SAP Best Practices recommends creating a value-based and company-specific implementation strategy, which includes deciding on the implementation scenario and creating a high-level roadmap that sequences the innovation steps related to SAP S/4 HANA on a timeline. The high-level areas of the existing solution landscape that can benefit from a move to SAP S/4 HANA are identified. Lastly, the impact on the technical architecture and IT infrastructure is evaluated for capability and readiness.
- The preferred Service Provider will be expected to execute all activities that will result in the implementation strategy, detailing the implementation plan with the implementation scenarios best suited for the target system being migrated to S/4HANA.

SAP Activate methodology

Prepare phase: *Plan, prepare and start the implementation project*

- The project is officially initiated in the "Prepare" phase. A first version of an implementation plan includes the findings from the "Discover" phase and sets the stage for the entire project. Depending on the scenario, there could be additional preparation activities (e.g. the "Customer Vendor Integration" in system conversion) which are planned in detail, and ideally completed at an early point in time, to keep the downtime during cutover short. Finally, general project preparation, such as staffing, governance, and reporting requirements, is also carried out in this phase.

- The Prepare Phase will see the Service Provider perform activities involved in officially initiating the project, planning and executing activities aligned to the implementation plan and set up of the Sandbox system with best SAP practices to be used in the Explore Phase. The Service Provider will also be required to perform a detailed risk analysis as well as share lessons learnt from previous implementations in order to mitigate identified risks and ensure a successful implementation with minimal disruptions.

SAP Activate methodology

Explore phase: *Define all details*

- The TO-BE design of the SAP S/4 HANA solution is defined and documented in the "Explore" phase. Functional gaps are documented, prioritized and validated as well. Ideally those "Fit-Gap-Workshops" are performed with the help of pre-configured sandbox systems which represent SAP's Best Practice solutions. In case of a system conversion, existing custom code needs to be analysed with respect to SAP S/4 HANA readiness. On the technical layer, a technical design of the to-be solution needs to be designed and documented.
- This is the pre-condition to a technical setup of sandbox and the development environment. Both systems need to be integrated into the solution landscape based on functional requirements. By the end of the "Explore" phase, all technical and functional aspects of the implementation project (for example, solution scoping and content activation, TO-BE design, functional gaps, etc.) are fully planned, documented in detail, and ready to be executed by the Service Provider.

SAP Activate methodology

Realize phase: *Implement technical and functional changes*

- In the "Realize" phase, the Service Provider will prepare and set up the technical architecture and infrastructure for SAP S/4 HANA. Supporting systems are either set up or converted according to Best Practices and the implementation plan. Custom code is adjusted for SAP S/4 HANA. Application and analytic functions are implemented, configured, integrated and tested. Finally, end-user training, including project-specific training material, team setup, and enabling Key/ Super Users to perform end-user training will be prepared by the Service Provider.

Deploy phase: Prepare to go live

- The Deploy Phase will see the Service Provider finalize the readiness for SAP S/4 HANA and business processes for production go-live. This includes final testing, rehearsing the cut-over, and finalizing the IT infrastructure and operations. End-user training sessions are delivered by the enabled Key/Super users and by the Service Provider's SAP trainers. Finally, and depending on the scenario, the production instance of SAP S/4 HANA is implemented or converted on the Go-Live weekend. After going live, SAP S/4 HANA is available for business users to log in and for productive use. IT operations are further optimized (for example, bug fixing, system availability, and performance) with the help of the project team. This phase is referred to as "hyper care" and occurs before operational responsibility is fully transferred to the production support team.

SAP Activate methodology

Run phase: Optimize the operability of SAP S/4HANA

Operations is further stabilized and optimized in the Run phase with the help of the Service Provider.

Transitioning Transnet's ECC6 environment to S\4HANA

The following RACI outlines the proposed responsibility between Transnet and the appointed Service Provider\s and forms part of the core activities required to transition to S/4HANA. The activities are not listed in any order and will be informed by a detailed plan to be provided by the Service Provider.

Task	Transnet	Service Provider
Scoping and Planning	Accountable	Responsible
Detailed requirements analysis	Accountable	Responsible
Sandbox Conversion	Accountable	Responsible
Interface Analysis	Accountable	Responsible
Abap Analysis and modifications	Accountable	Responsible
SAP Module checks	Accountable	Responsible
Fiori Enablement	Accountable	Responsible
System Testing	Accountable Responsible	Responsible
User Acceptance Testing	Accountable Responsible	Responsible
Quality Assurance Conversion	Accountable	Responsible
Production Conversion	Accountable	Responsible
Support post go-live	Accountable	Responsible
Project Management	Accountable	Responsible
Change Management and training	Accountable	Responsible

Scope of work Transnet Corporate Centre (TCC) Detailed Scope Requirements

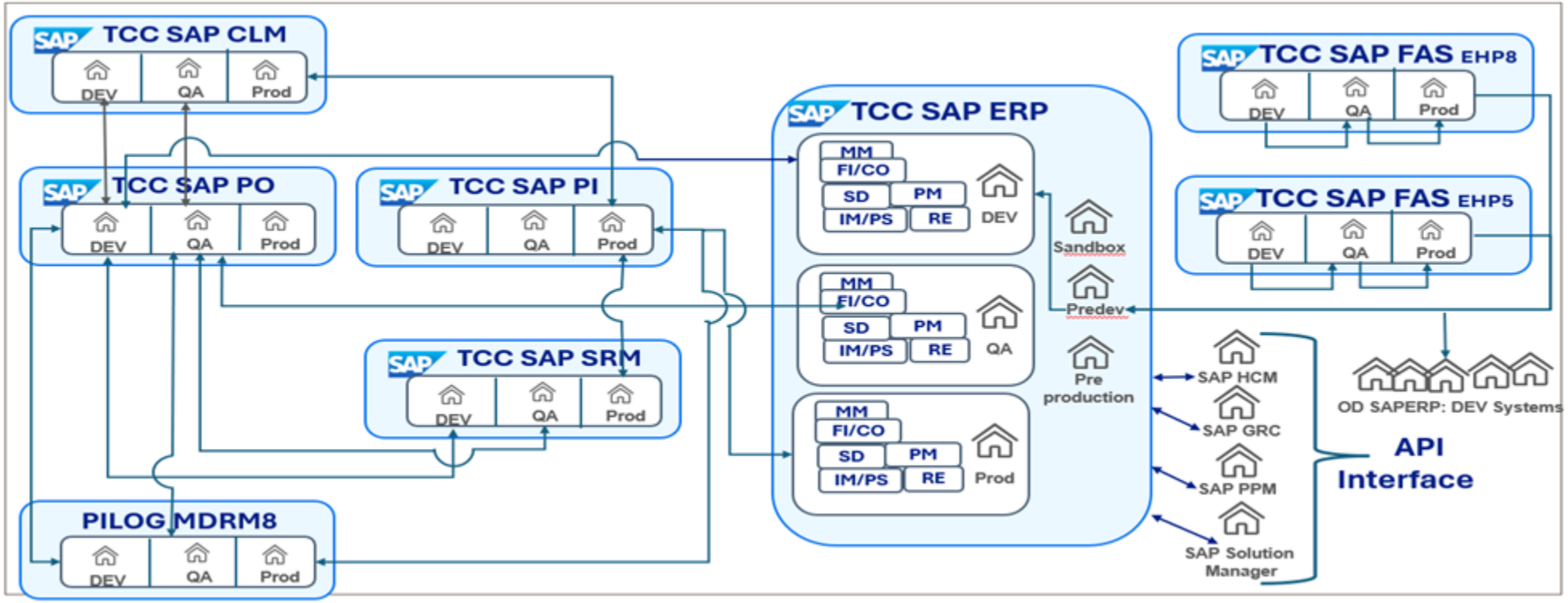
This transition is expected to take place over a 12 months period and will involve extensive architectural and technical services to migrate from existing SAP ECC6 environments to S4\HANA on Azure infrastructure. The table below highlights the services required.

Environment	Unicode Compliant	Current DB	Target Infra	Migration Approach	Services Required
SAP ECC6 EHP 8 **Modules In use** MM SD FI (AP,AR,FAR) CO PM RE IM/PS Funds Mngt ABAP Banking	Yes	Oracle	Azure	Brown Fields Approach (Migrate As Is Processes to S4/HANA)	•Scoping and Planning •Sandbox conversion. •Development box conversion •**FAS** Dev box conversion •Quality Client conversion •Production Box conversion •Custom code analysis •Interface analysis and checks •Module checks •Fiori enablement •System Testing •User Acceptance Testing •Data Archiving •Go live migration and support •Post implementation support (2months)

Refer to **Annexure A** for a detailed scope of work

TCC SAP ECC AS-IS integration diagram

The diagram below serves to provide an overview of the current TCC SAP ECC6 landscape integration.



Scope of work TCC

TCC SAP ECC6 AS-IS Assessment

Transnet Corporate Center has recently performed a system readiness assessment with the OEM and provided reports for the various environments that have been summarised in **Annexure B** - TCC Readiness Assessment.

High level indication of object table sizes and system properties are shown in the tables below.

Document Type	DB Size in GB
FI NewGL: Totals	0.68
FI NewGL: Accounting Documents	84.79
Intermediate Documents	176.86
Application Logs	5.34
Profit Center Accounting Documents	14.42
Work Items	46.54
Table Change Protocols	26.47

ESD (B-BBEE)

B-BBEE

B-BBEE Definition:

Broad-Based Black Economic (B-BBEE) means the economic empowerment of all black people including women, workers, youth, people living with disabilities and people living in rural areas through diverse but integrated socio-economic strategies.

Purpose:

- To increase the number of black people that manage, own and control enterprises and productive assets.
- To facilitate ownership and management of enterprises and productive assets by communities, workers, cooperatives and other collective enterprises
- To achieve an equitable representation in all occupational categories and levels in the workforce
- To procure from large, medium and small sized black owned enterprises
- To increase investment in enterprises and communities that are owned and managed by black people
- A valid B-BBEE certificate for LE company's OR an Affidavit for QSE and EME's is required

B-BBEE Amended Codes Principles

- Enhanced the recognition status of black owned EMEs and QSEs
- An EME that is 100% owned by black people qualifies as a level 1 contributor;
- An EME that is more than 51% owned by black people qualifies as a level 2 contributor;
- No verification requirements for EMEs; EME to obtain a Sworn affidavit or a CIPC Certificate

Preferential Procurement Regulations 2022

PPPFA provides for a preference points system in terms of which contracts below a prescribed value be evaluated on the basis that 20 out of 100 possible points must be allocated to "specific goals" and 80 points allocated to price.

For contracts above a prescribed value, 10 out of 100 possible points must be allocated to "**specific goals**", and 90 points allocated to price.

(a) The applicable preference point system as envisaged:

(b) The specific goal in the invitation to submit the tender for which a point may be awarded, and the number of points that will be awarded to each goal, and proof of the claim for such goal.

Bidders who do not submit B-BBEE Status Level Verification Certificates or applicable affidavit copy will be deemed as non-compliant contributors to B-BBEE will score zero for preference points.

This also applies to Bidders who submit letters or expired certificates indicating that their B-BBEE status is in the process of being verified. Where a B-BBEE certificate is to be used for scoring purposes only, such letters indicating that their B-BBEE status is in the process of being verified or expired certificates are submitted, bidders will be scored zero for preference points.

Joint Venture

In 2019 DTI released amendments to the Codes of Good Practice. Joint Ventures are referred to in Revised Code 000, Statement 000: General Principles

- As per paragraph 7 of Amended Code Series 000, Statement 000 of the Codes of Good Practice, unincorporated joint ventures are required to compile a consolidated verification certificate. A consolidated verification certificate will consolidate the verified compliance data of joint venture partners if those Measured Entities were a single Measured Entity.
- A JV will require its own Broad-Based Black Economic Empowerment (B-BBEE) certificate if they would like to tender or enter into a contract that requires a B-BBEE Certificate.
- A trust, consortium or joint venture (including unincorporated consortia and joint ventures) must submit a consolidated B-BBEE Status Level verification certificate for every separate bid.
- A tenderer failing to submit proof of B-BBEE status level of contributor or is a non-compliant contributor to B-BBEE may not be disqualified but may only score points out of 90 for price and (b) scores 0 points applying the 90/10/ or 80/20 principle . Refer PPPFA No. 40553 for more info on preference point.
- Respondents who wish to respond to this RFP as a Joint Venture [JV] or consortium with B-BBEE entities, must state their intention to do so in their RFP submission. Such Respondents must also submit a signed JV or consortium agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party.

Note the following:

- A consolidated verification certificate is required.
- The consolidation is based on the weighting as defined in the joint venture agreement.
- The respective scores are weighted according to their proportionate share in the joint venture.
- A joint venture certificate is valid for 12 months and only applicable to a specific project.

Joint Venture

Eligibility of a Joint Venture

Joint Ventures are required to compile a consolidated verification certificate. A consolidated verification certificate will consolidate the verified compliance data of joint venture partners in accordance.

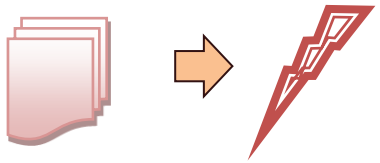
ESD (B-BBEE) Proposed Specific Goals

The BBBEE preference for this transaction is 90/10 or 80/20

	Specific goal	Points allocation 90/10	Points allocation 80/20
1.	B-BBEE Level 1 and 2	7	14
2.	Job Creation	3	6
Total		**10**	**20**

Transnet's evaluation methodology

STAGE 1: PREQUALIFICATION	STAGE 2	STAGE 3			
Step 1	**Step 2**	**Step 3**	**Step 4**	**Step 5**	**Step 6**
Administrative responsiveness and Substantive responsiveness Returnable documents/ schedules	MINIMUM THRESHOLDS **Minimum Threshold of 80 out of 100**	Weighted scoring / 100	Post tender negotiation with preferred bidder [2nd and 3rd ranked bidders (if required) in a sequential and not simultaneous manner] if pricing is not market-related	Selection of the preferred bidder. (Objective criterion to justify award to someone other than the highest ranked bidder must have been stated in the bid documents and can be used at this stage, if applicable)	Award of business and conclusion of contract



- Bidder to submit a SAP competency and specialisation certification in Enterprise Resource Planning (SAP S/4HANA Cloud Private Edition) – Minimum Essential Competency tier **OR**
- If the bidder is the Original Equipment Manufacturer of the Software with the necessary evidence to be provided stating its ownership and associated competencies.

Technical Desktop Evaluation:

- Price (90) or (80)
- Specific Goals (10) or (20)

Step One: Test for Administrative and Substantive Responsiveness

Administrative Responsiveness test:	Yes/No
Whether the bid was submitted on time	
Whether or not all schedules and/or returnable documents (if applicable) were completed and returned in before the deadline	
Verify the validity of all returnable documents	
Verify if the Bid document has been duly signed by the authorised respondent	
Whether any general and legislation qualification criteria set by Transnet, have been met	
Whether the Bid contains a priced offer as prescribed in the pricing and delivery schedule	
Whether the Bid materially complies with the scope and/or specification given	
Mandatory Returnable Documents:	**Yes/No**
Section 4: Pricing and Delivery Schedule	
ANNEXURE D: Pricing Schedule for Transnet Corporate Centre (TCC)	
Whether any Technical Pre-qualification Criteria/minimum requirements/legal requirements have been met as follows • Bidder to submit a SAP competency and specialisation certification in Enterprise Resource Planning (SAP S/4HANA Cloud Private Edition) – Minimum Essential Competency tier **OR** • If the bidder is the Original Equipment Manufacturer of the Software with the necessary evidence to be provided stating its ownership and associated competencies.	

Failure to provide all these Mandatory Returnable Documents at the Closing Date and time of this RFP will result in a Respondent's disqualification.

Step One: Test for Administrative and Substantive Responsiveness

Returnable Documents used for scoring:	Yes/No
Respondent's valid proof of evidence to claim points for compliance with Specific Goals' requirements as stipulated in Section 9 of this RFP	
Valid proof of Respondent's compliance to B-BBEE requirements stipulated in Section 9 of this RFP (Valid B-BBEE certificate or Sworn- Affidavit as per DTIC guidelines)	
Section 11: Job-Creation Schedule	
Three (3) signed client reference letters are required as confirmation that work has been completed in at least 3 large organisations.	
Bidder to provide a methodology for the SAP Active methodology.	
Bidder to submit Curriculum Vitae's (CV's) of at least three (3) SAP certificate Associates with the Back-End Developer - ABAP Cloud certification.	
Bidder to submit Curriculum Vitae's (CV's) of at least two (2) SAP certificate Associates with the following certification – **Integration Developer (PO/PI)**	

Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, Bidders will receive an automatic score of zero for the applicable evaluation criterion.

Step One: Test for Administrative and Substantive Responsiveness

Returnable Documents used for scoring:	Yes/No
Bidder to submit three (3) use cases where the service provider has successfully implemented an archive strategy for S/4HANA projects.	
Bidder to submit to submit three (3) use cases where it successfully transitioned S/4HANA workloads from on-premise to hyperscaler data centres.	
Bidder to submit Curriculum Vitae's (CV's) of at least two (2) SAP certificate Associates with the following certification – **S/4HANA System administration.**	
Bidder to submit the Curriculum Vitae's (CV's) of at least two (2) SAP certified associate project managers with the following certification - **Project Manager SAP Activate**	
Bidder to submit three (3) use cases where it successfully conducted change management for S/4HANA migration projects.	
Bidder to submit three (3) use cases where it successfully conducted training for S/4HANA migration projects.	

Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, Bidders will receive an automatic score of zero for the applicable evaluation criterion.

Step One: Test for Administrative and Substantive Responsiveness

Returnable Documents used for scoring:	Yes/No
Project Schedule • A twelve (12) months project schedule has been provided.	
Essential Returnable document	**Yes/No**
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement	
Latest Financial Statements signed by your Accounting Officer or latest Audited Financial Statements plus 2 previous years	
Section 1: SBD1 Form	
Section 2: Notice to Bidders	
Section 3: Background, Overview and Scope of Requirements	
Section 5: Proposal Form and List of Returnable documents	
Section 6 : Certificate Of Acquaintance with RFP, Terms & Conditions & Applicable Documents	
Section 7 : RFP Declaration and Breach of Law Form	
Section 8: RFP Clarification Request Form	
Section 9: Specific Goals Points Claim Form	

Step One: Test for Administrative and Substantive Responsiveness

Essential Returnable document	Yes/No
SECTION 10: Non-Compulsory RFP Briefing	
Section 12: SBD 5	
Section 13: Protection of Personal Information	
Section 14: Protection of Personal Information Operator	
ANNEXURE A: Scope of Work SAP Modernisation	
ANNEXURE B: TCC SAP Readiness Check	
ANNEXURE C: Technical Evaluation Criteria	
ANNEXURE E: Draft Master Agreement	
ANNEXURE F: Transnet's General Bid Conditions	
ANNEXURE G: Transnet's Supplier Integrity Pact	
ANNEXURE H: Non-Disclosure Agreement	
ANNEXURE I: Supplier Declaration Form	

Step Two: Minimum Threshold of 80 out of 100 Technical Desktop Evaluation

Step 2: Technical evaluation criteria that are used to determine the competency and capability of respondents, highest scores reflect best suited respondents.

Technical Description	WEIGHTINGS POINTS
Technical Questionnaire Responses [Refer to Annexure C of the RFP]	80
Total	100

Threshold 80 points

Step Two – Technical evaluation criteria: Refer to Annexure C

NO	Tech Evaluation Criteria	Weight out of 100%	Scoring Guide
1.Technical Implementations	Service provider has conducted a technical migration from ECC6 to S/4HANA in at least 3 large organisations. (large organisations =>10000 employees). 3 signed client reference letters are required as confirmation that work has been completed	40%	3= 3 signed client reference letters provided where the service provider has conducted a technical migration from ECC6 to S/4HANA in large organisations. **40 Points** 2= 2 signed client reference letters provided where the service provider has conducted a technical migration from ECC6 to S/4HANA in large organisations. **20 Points** 1=1 signed client reference letters provided where the service provider has conducted a technical migration from ECC6 to S/4HANA in a large organisation. **5 Points** 0= No signed letters provided
2. Implementation Methodology	Service provider has provided a methodology that meets the requirements of the SAP ACTIVATE methodology for complex projects. This includes the following phases: • Discovery phase • Prepare Phase • Explore Phase • Realise Phase • Run Phase	5%	2= The service provider's methodology complies with the SAP ACTIVATE methodology. **5 Points** 1= The service provider's methodology varies from the SAP ACTIVATE methodology **2.5 Points** 0= No implementation methodology has been provided
3. Custom code conversion	Service provider has six (6) years ABAP experience for custom code conversion. Service provider to submit CV's of at least 3 SAP certificate Associates with the following certification **- Back-End Developer - ABAP Cloud** *Note: CV's must be specific per technical scope and cannot be repeated for different scope items*	15%	3=3 CVs provided with Back-End Developer - ABAP Cloud certification**. 15 Points** 2=2 CVs provided with Back-End Developer - ABAP Cloud certification**. 10 Points** 1=1 CVs provided with Back-End Developer - ABAP Cloud certification. **5 Points** 0=0 No CVs provided, or CV's does not meet the required certification.

Step Two – Technical evaluation criteria: Refer to Annexure C

NO	Tech Evaluation Criteria	Weight out of 100%	Scoring Guide
4. Integration	Service provider has six (6) years experience for complex SAP specific integration projects. Service provider to submit CV's of at least 2 SAP certificate Associates with the following certification – **Integration Developer (PO/PI)** Note: CV's must be specific per technical scope and cannot be repeated for different scope items.	5%	2=2 CVs provided with Integration Developer (PO/PI) certification. **5 Points** 1=1 CVs provided with Integration Developer (PO/PI) certification. **2.5 Points** 0=0 No CVs provided, or CV's does not meet the required certification.
5.Archiving	Service provider has developed and implemented an archive strategy for s/4HANA conversions. 3 use cases are to be provided where the service provider has successfully implemented an archive strategy for S/4HANA projects	10%	3=3 use cases provided of successful archiving strategy implementations for S/4HANA. **10 Points** 2=2 use cases provided of successful archiving strategy implementations for S/4HANA. **5 Points** 1=1 use cases provided of successful archiving strategy implementations for S/4HANA. **2.5 Points** 0=No use cases provided
6.1 Infrastructure Support	Service provider has experience in using Hyperscaler data centres for the migration and hosting of S/4HANA workloads. Service provider to submit 3 use cases where it successfully transitioned S/4HANA workloads from on-premise to hyperscaler data centres.	5%	3= 3 use cases provided where the Service Provider successfully migrated S/4HANA workloads from on-premise to cloud data centres. **5 Points** 2= 2 use cases provided where the Service Provider successfully migrated S/4HANA workloads from on-premise to cloud data centres. **3 Points** 1= 1 use cases provided where the Service Provider successfully migrated S/4HANA workloads from on-premise to cloud data centres. **1 Point** 0 = No use cases provided.

Step Two – Technical evaluation criteria: Refer to Annexure C

NO	Tech Evaluation Criteria	Weight out of 100%	Scoring Guide
6.2 Infrastructure Support	Service provider has six (6) years SAP experience for S/4HANA system administration. Service provider to submit CV's of at least 2 SAP certificate Associates with the following certification – S/4HANA System administration *Note: CV's must be specific per technical scope and cannot be repeated for different scope items.*	5%	2=2 CVs provided with S/4HANA System administration certification. **5 Points** 1=1 CVs provided with S/4HANA System administration certification. **2.5 Points** 0=0 No CVs provided, or CV's does not meet the required certification.
7.Project Management	Service provider has extensive skills in project managing S/4 migration projects. Service provider to submit the CV's of at least 2 SAP certified associate project managers with the following certification - Project Manager SAP Activate Note: CV's must be specific per technical scope and cannot be repeated for different scope items.	2.5%	2=2 CV's provided with Project Manager SAP Activate certification. **2.5 Points** 1=1 CV's provided with Project Manager SAP Activate certification. **1 Point** 0=No CV's provided or submitted CV's do not have the required certification.
	A project schedule is presented that conforms to the requirement of delivering the solution within a period of 12 months *Note: The project plan must reflect the technical resources assigned.*	2.5%	2=2 A 12-month project schedule has been provided. **2.5 points** 1=1 Project schedule presented is greater than 12 months. **1 Point** 0= No project schedule provided

Step Two – Technical evaluation criteria: Refer to Annexure C

NO	Tech Evaluation Criteria	Weight out of 100%	Scoring Guide
8. Change Management	The service provider has extensive experience in conducting change management for S/4HANA migration projects. Service provider to submit 3 use cases where it successfully conducted change management for S/4HANA migration projects.	5%	3= 3 use cases provided where the Service Provider successfully conducted change management for S/4HANA migration projects. **5 Points** 2= 2 use cases provided where the Service Provider successfully conducted change management for S/4HANA migration projects. **2.5 Points** 1=1 use case provided where the Service Provider successfully conducted change management for S/4HANA migration projects. **1 Point** 0 = No use cases provided.
9. Training	The service provider has extensive experience in conducting training for S/4HANA migration projects. Service provider to submit 3 use cases where it successfully conducted training for S/4HANA migration projects.	5%	3= 3 use cases provided where the Service Provider successfully conducted training for S/4HANA migration projects. **5 Points** 2= 2 use cases provided where the Service Provider successfully conducted training for S/4HANA migration projects. **2.5 Points** 1=1 use case provided where the Service Provider successfully conducted training for S/4HANA migration projects. **1 Point** 0 = No use cases provided.

Step Three: Price and Specific Goal evaluation

Broad-Based Black Economic Empowerment criteria [Weighted score 10/20 points]

- B-BBEE - current scorecard / B-BBEE Preference Points Claims Form
- Preference points will be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table indicated in Section 9 no. 1.4 of the B-BBEE Preference Points Claim Form in Section 9 of the RFP.

	*Specific goal	Points allocation 90/10	Points allocation 80/20
1.	B-BBEE Level 1 and 2	7	14
2.	Job Creation	3	6
Total		**10**	**20**

Evaluation Criteria	Final weighted score
Price and Total cost of ownership	90 or 80
*BBBEE scorecard	10 or 20
Total	**100**

Refer to the **Annexure D** for a detailed Pricing Schedules

Price Schedule – Refer to Annexure D

Activity	Requirement	Unit of Measure	Price excluding VAT [ZAR]
Technical Migration from SAP ECC6 to S/4HANA Including the FAS environment.	Detailed Scoping and Planning to migrate to S/4HANA	All Inclusive	R0.00
	Sandbox Conversion		R0.00
	Custom code analysis		R0.00
	Custom code conversion		R0.00
	Interface Analysis and Checks		R0.00
	Integration to core systems		R0.00
	Module updates to S/4HANA		R0.00
	Enable Fiori		R0.00
	System testing		R0.00
	Development Box Conversion		R0.00
	System testing		R0.00
	QA Box conversion		R0.00
	System Testing		R0.00
	User Acceptance Testing		R0.00
	Production Box conversion		R0.00
	Develop Archiving strategy		R0.00
	Archive data in preparation for S/4HANA go live		R0.00
	Provide technical and Functional documentation.		R0.00
	Scoping and Planning for Fixed Asset Stabilisation (FAS) Environment		R0.00
	Sandbox conversion for the FAS system		R0.00
	Development box conversion for the FAS system		R0.00
	Provide technical and functional documentation for FAS		R0.00
Change Management	Develop and Implement Change Management plan for the technical migration to S/4HANA	All inclusive	R0.00
End user training	Training of effected end-users where required. Virtual training will be the acceptable means of conducting training.	100 users	R0.00
Project Management	All project Management activities required to transition from SAP ECC6 to S/4HANA	All Inclusive	R0.00
Travelling to site when required – Variable cost	The Transnet Corporate centre community is based in Johannesburg. As such traveling is expected to be minimal. Vendors are responsible to ensure their staff can service the Transnet Corporate Centre in Johannesburg (Time and Material basis)	No of Km's (round trips) JHB CBD - Esselen Park Round trip - 72 Km for 15 People ,15 trips Each	R72,576.00
Post go-live support	Hypercare support post go-live	40-man days	R0.00
Grand Total Excluding VAT			**R72,576.00**
VAT @15%			R10,886.40
Overall Inclusive of VAT			**R83,462.40**

**Note: Infrastructure pricing is excluded from all pricing schedule and Transnet will be responsible for acquiring the appropriate infrastructure for the various initiatives.*

Step Four: Post Tender Negotiation

- Respondents are to note that Transnet may not award a contract if the price offered is not market-related. In this regard, Transnet reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Negotiations will be done in a sequential manner i.e.:
  - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
  - negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.

- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.

- Should Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).

Step Five: Objective criterion

- Transnet reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. The objective criteria Transnet may apply in this bid process include:
  - all Risks identified during a risk assessment exercise/probity check (which may be conducted by an authorised third party) that would be done to assess all risks, including but not limited to:
  - the financial stability of the bidder based on key ratio analysis, which would include, but not be limited to Efficiency, Profitability, Financial Risk, Liquidity, Acid Test, and Solvency;
  - A commercial relationship with a Domestic Prominent Influential Person (DPIP) or Foreign Prominent Public Official (FPPO) or an entity of which such person or official is the beneficial owner; and
  - Impact on Transnet's Return On Investment;
- the tenderer is not under restrictions, or has principals who are under restrictions, preventing participating in the employer's procurement,
- the tenderer is not undergoing a process of being restricted by Transnet or other state institution that Transnet may be aware of,

Step Five : Objective criterion continues

- the tenderer has the legal capacity to enter into the contract
- the tenderer is not insolvent, in receivership, under Business Rescue as provided for in chapter 6 of the Companies Act, 2008, bankrupt or being wound up, has his affairs administered by a court or a judicial officer, has suspended his business activities, or is subject to legal proceedings in respect of any of the foregoing,
- the tenderer complies with the legal requirements, if any, stated in the tender data.

Step Six: Award

- Immediately after approval to award the contract has been received, the successful bidder(s) will be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent(s).

- A final contract will be concluded and entered into with the successful Bidder at the acceptance of a letter of award by the Respondent.

How to Improve Success of Bid Submission

Most common mistakes/reasons bidders are not successful in their bid submissions

Prequalifying Criteria

- Failure to meet mandatory requirements
- Non-submission of mandatory requirements/supporting as per RFP requirements
- Invalid / expired mandatory documents submitted

Functional Requirements

- Failure to respond to the requirements as per the RFP.
- Response to requirements not clearly articulated in the bid submission.
- Non-submission of supporting documents.
- Not using the technical evaluation criteria as a guide to respond to key requirements for points allocation.

Administrative

- Bid submission not reviewed internally for completeness, accuracy and relevance to the RFP terms of reference
- Documents not signed by duly authorised person
- Documents partially completed
- File/Document/Bid submission poorly packaged
- Last minute submission

Questions and Closure

All questions arising from this compulsory briefing session must be put in writing on the (Section 8) RFP Clarification Form submitted on the system and sent to Mahlodi.Kganyago@trasnet.net Reetsang.Modise@transnet.net before **12h00** pm on **12 June 2025.**

Thank you