

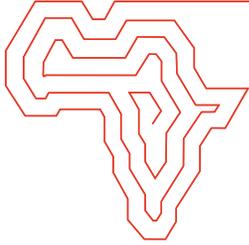


# BRIEFING SESSION

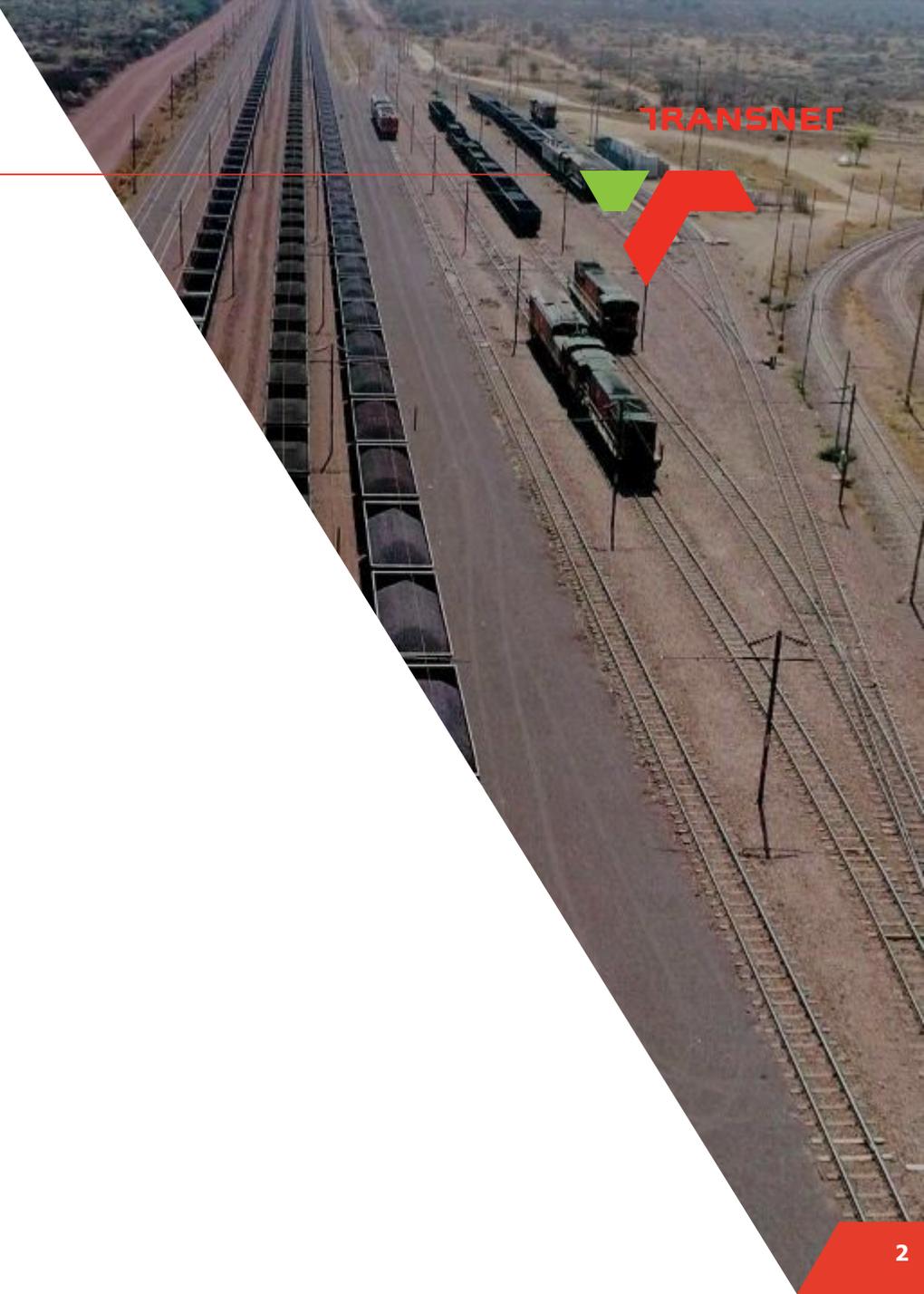
**FOR COMPUTING AND INFRASTRUCTURE RESOURCES IN THE BACK-END THAT  
HAVE THE CAPABILITY TO INTEGRATE WITH THE EXISTING ON-PREMISE  
INFRASTRUCTURE AND CLOUD SYSTEMS FOR THIRTY SIX (36) MONTHS**

April 2024

# AGENDA



Opening and Welcome
Safety Briefing
General Information
B-BBEE Scorecard
Preferential Procurement Regulations 2022
Joint Venture
Business requirement (Scope of Work)
Evaluation Methodology
Pricing Schedule
Technical Evaluation Criteria
QnA



# OPENING AND WELCOME

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Each Transnet team attendee to 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. **No verbal feedback must be construed as binding until in writing**





## GENERAL INFORMATION (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](http://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.
- The RFP closes punctually at **12h00 pm 12 April 2024**. 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**.
- Respondent's RFP proposal must be signed [**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.**



## GENERAL INFORMATION (2/3)

- Communication relating to this RFP:
  - After the briefing session, should Respondents have more questions, RFP Clarification Request Form (Section 8) should be submitted onto the system, and also sent to [Sithokozile.Ndaba@transnet.net](mailto:Sithokozile.Ndaba@transnet.net) before **12h00 pm 08 April 2024**.
  - After the closing date of the RFP, a Respondent may only communicate with the name of delegated individual (**Barbara Msomi**), at telephone number 011 308 1892, email [Barbara.Msomi@transnet.net](mailto:Barbara.Msomi@transnet.net) on any matter relating to its RFP Proposal.
  - 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.
  - Respondents are required to ensure that all clarification questions are sent to Transnet before the clarification closing date and time in order to allow Transnet sufficient time to respond to all clarification questions.
- 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.



## GENERAL INFORMATION (3/3)

### Proposal Submission:

The Transnet e-Tender Submission Portal can be accessed as follows:

- Log on to the Transnet eTenders management platform website/ Portal (([transnetetenders.azurewebsites.net](https://transnetetenders.azurewebsites.net)) Please use **Google Chrome** to access Transnet link/site);
- Click on "ADVERTISED TENDERS" to view advertised tenders;
- Click on "SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- Click on "SIGN IN/REGISTER" - to sign in if already registered;
- Toggle (click to switch) the "Log an Intent" button to submit a bid;
- Submit bid documents by uploading them into the system against each tender selected.
- No late submissions will be accepted. The bidder guide can be found on the Transnet Portal [transnetetenders.azurewebsites.net](https://transnetetenders.azurewebsites.net)

***Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.***





## **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 in regulations 4, 5, 6 or 7;
- (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 .

80/20 preference point system for acquisition of goods or services with Rand value equal to or below R50 million

90/10 preference point system for acquisition of goods or services with Rand value above R50 million

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 principle . Refer PPPFA No. 40553 for more info on preference point.

## **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.

## **Eligibility of a Joint Venture**

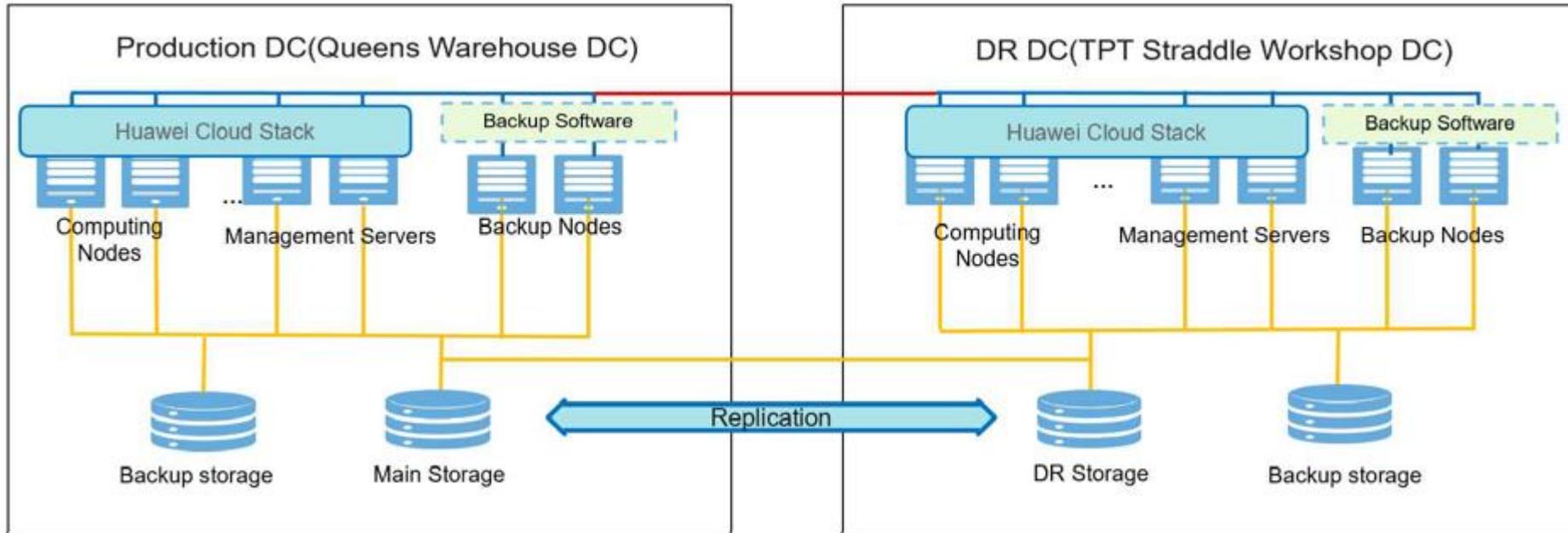
Joint Ventures are required to compile a consolidated verification certificate. A consolidated verification certificate will consolidate the verified compliance data of joint venture partners in accordance .

# Scope of Work



## Overview of "AS IS" TNPA Compute and Back End Environment located at Port of Durban:

TNPA's existing On-premises Cloud solution environment has a Production site and a disaster recovery site which are both located in the port of Durban. Specifically, the production site located in Queens Warehouse which service production, development and QAS workload environments and the disaster recovery site located in TPT straddle workshop which provides disaster recovery virtual machines for the production workloads:



TNPA Existing Cloud Environment Infrastructure



# Scope of Work

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The features of this environment are available as per below:

## **Unified Cloud Platform**

- A unified cloud platform can manage production data center and disaster recovery data center, reducing operation and maintenance cost.
- A unified cloud platform can manage computing resource pool, network resource pool and storage resource pool to achieve resource sharing and maximize capacity utilization.

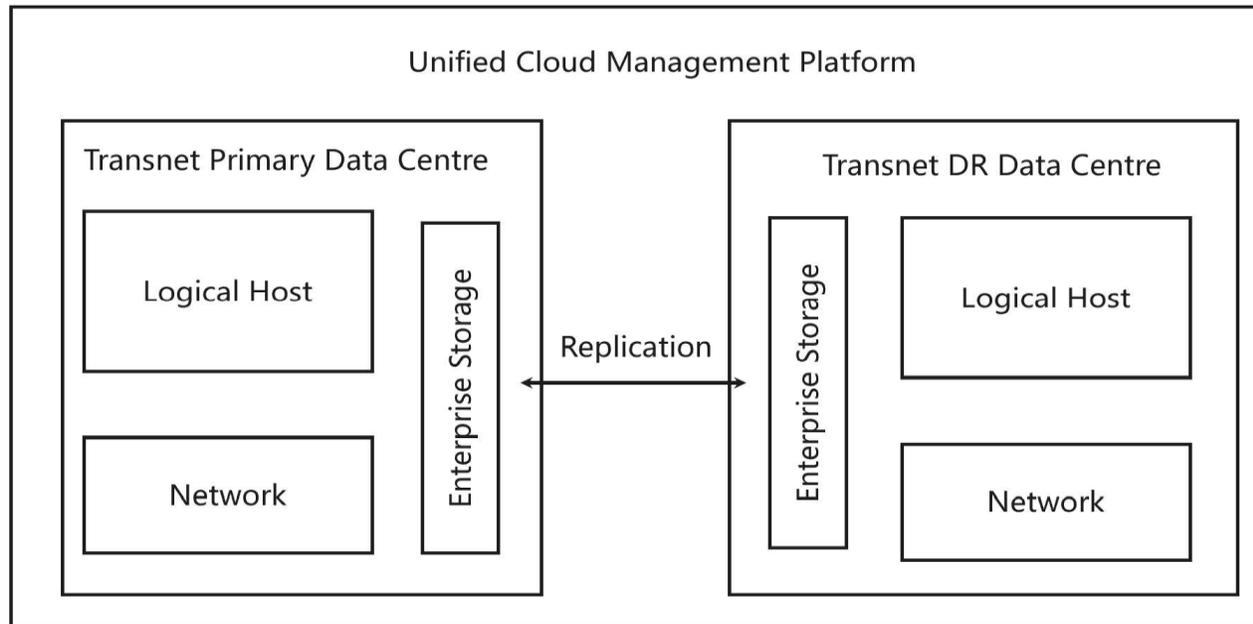
## **Storage replication-based disaster recovery solution**

- Tenant-level disaster recovery provides self-help disaster recovery service, tenants choose Virtual Machine (VM) to protect as they want.
- The cloud platform issues instructions to storage to protect data and directly replicate data between storages to ensure high performance and security of data replication.



## “TO BE” Compute and Infrastructure Architecture:

Bidders are required to design and implement a solution based on an on-premises architecture as per Figure 2 below, which enables unified management and deployment of the data center to ensure its consistency and scalability.



To be High Level Hardware Architecture



## Scope of Work

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The project involves providing, delivering, and setting up an on-premises infrastructure at a Transnet nominated data center facility. This includes migrating from previous on-premises infrastructure to the newly commissioned infrastructure, as well as providing technical support and maintenance for a period of 36 months post implementation. The scope can be broken down into the following areas:

**Hardware:** All hardware components required to implement an on-premises cloud infrastructure i.e. servers, storages, switches, etc.

**Software:** Software licenses for any new software components proposed that Transnet is not licensed to utilize i.e. cloud management software, backup software, migration tool software etc.

**Services:** Hours that is required for the implementation specialists to implement the hardware and software for the solution to be fully functional.

**Migration:** Hours that is required for the migration specialists to migrate the workloads from the existing infrastructure to the new purchased infrastructure.

**Skills transfer:** Hours required to transfer the knowledge to Transnet system administrators on how to administer the solution going forward (post project) by themselves without any hand holding.

**Post implementation maintenance:** For a period of 3 years commencing after project is declared complete.

# Scope of Work



## Project Roll Out Plan

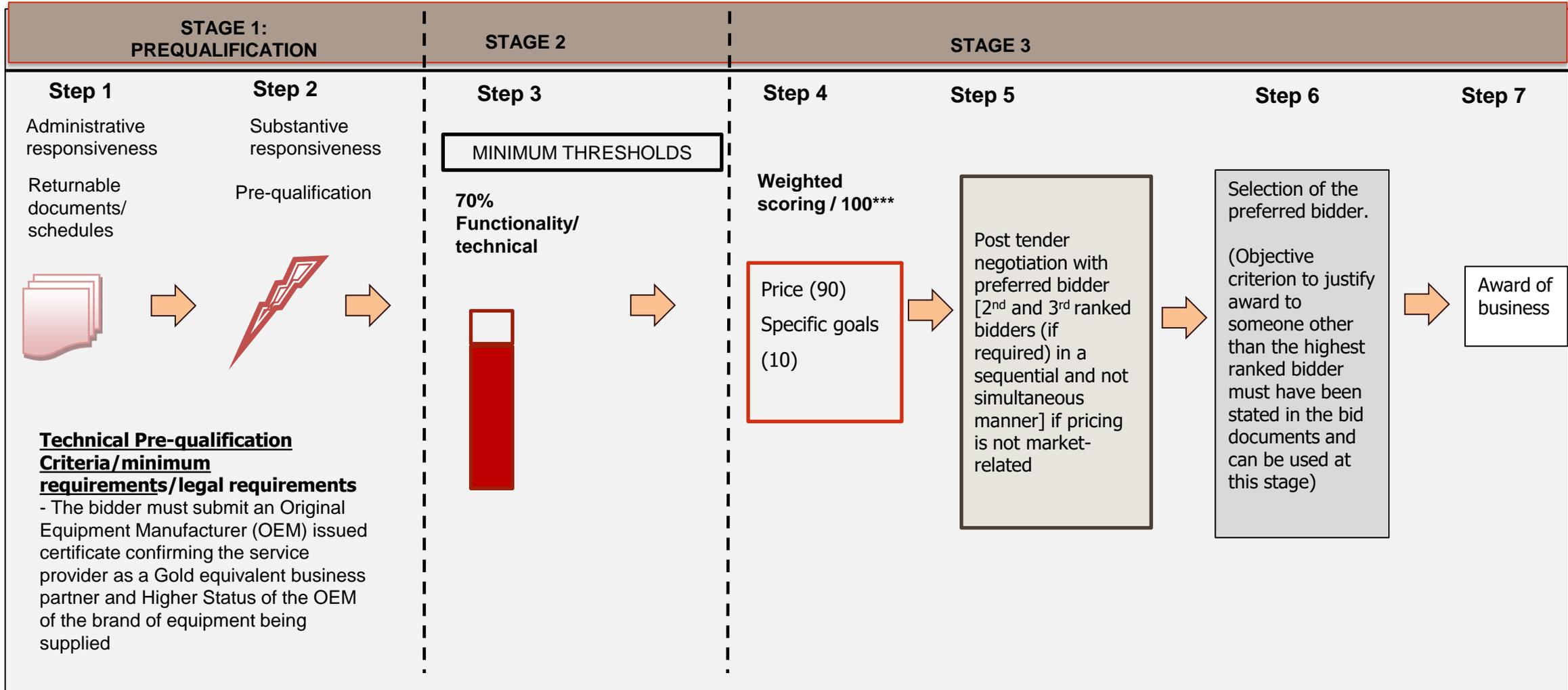
ACTIVITY	YEAR 1												YEAR 2										YEAR 3															
	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	M13	M14	M15	M16	M17	M18	M19	M20	M21	M22	M23	M24	M25	M26	M27	M28	M29	M30	M31	M32	M33	M34	35	M36		
<b>PHASE 1</b>																																						
<b>Project Startup</b>																																						
Key Tasks	Key Deliverables																																					
Project Resources Mobilization	Project Management Plan																																					
Stage Gate Closeout																																						
<b>Project Planning</b>																																						
Key Tasks	Key Deliverables																																					
Project Kick-Off	Detailed Project Release Plan																																					
Setup Staging Environment																																						
Stage Gate Closeout																																						
<b>Configuration and Prototype</b>																																						
Key Tasks	Key Deliverables																																					
Setup Configuration Data in Staging Environment	System Test Scenarios																																					
Design System Test Scenarios																																						
Stage Gate Closeout																																						
<b>Validate</b>																																						
Validate Data Loads	UAT Test Scripts																																					
Prepare User Acceptance Test Scripts																																						
Stage Gate Closeout																																						





# Evaluation Process - Summary

Transnet will utilise the following methodology and criteria:





## Step One: Test for Administrative Responsiveness

**Step 1** : Procurement conducts evaluations to highlight non-responsive (non-compliant) bids and attempts to obtain outstanding documentation from respondents prior to declaring them non-responsive and eliminating bids

### Administrative responsiveness check

- Validate whether bid has been lodged on time
- Validate whether all returnable documents and/or schedules were completed and returned by the closing date and time
- Verify the validity of all returnable documents
- Verify if the Bid document has been duly signed by the authorised respondent

### Mandatory Returnable Documents

- SECTION 4 and **Annexure E**: Pricing Schedule
- **Technical Pre-Qualification**: The bidder must submit an Original Equipment Manufacturer (OEM) issued certificate confirming the service provider as a Gold equivalent business partner and Higher Status of the OEM of the brand of equipment being supplied

**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 Responsiveness continues...

### Returnable Documents Used For Scoring

Valid proof of Respondent's compliance to B-BBEE requirements stipulated in Section 9 of this RFP (Valid B-BBEE certificate or Sworn Affidavit)

Valid B-BBEE certificate(s) for 51% Owned Black Designated QSE/ and/or Sworn Affidavit (s) for 51% Owned Black Designated EME, as stipulated in Section 9 of this RFP

All documents as per **Annexure A**: Technical / Questionnaire Requirements.

**Annexure B**: Services Rendered

**Annexure C**: Key Personnel

**Annexure D**: Evaluation Checklist

**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 Responsiveness continues...

### Essential Returnable Documents & Schedules

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 3 previous years

SECTION 1: SBD1 Form

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 9: Specific Goals Points Claim Form

SECTION 10: Job Creation Schedule

SECTION 11: SBD5

SECTION 12: Protection of Personal Information

ANNEXURE F : Scope of Work

ANNEXURE G : Transnet's General Bid Conditions

ANNEXURE H : Draft Master Agreement

ANNEXURE I : Transnet's Supplier Integrity Pact

ANNEXURE J : Non-Disclosure Agreement

**Failure to provide essential Returnable Documents will result in Transnet affording Respondents a further opportunity to submit by a set deadline. Should a Respondent thereafter fail to submit the requested documents, this may result in a Respondent's disqualification.**



## Step Two: Test for Substantive Responsiveness

**Step 2:** Evaluation committee evaluates if the bid conforms to all the terms, conditions, scope and/or specifications of the bid documents without material deviation or qualification

<b>Substantive responsiveness test:</b>	<b>Yes/No</b>
<ul style="list-style-type: none"> <li>Whether any general pre-qualification criteria set by Transnet, have been met</li> </ul>	
<b>Validate Pricing Schedule Annexure E:</b>	
<ul style="list-style-type: none"> <li>Check whether <b>Annexure E</b> : Pricing was fully completed as per requirement, and can be used for Step 4</li> </ul>	
<ul style="list-style-type: none"> <li>Mandatory Technical Requirements</li> </ul>	
<ul style="list-style-type: none"> <li>Whether the Bid materially complies with the scope and/or specification given</li> </ul>	

*The test for a Substantive responsiveness [Stage Two] must be passed for a Respondent's Proposal to progress to Step Three.*



## Step Three: Minimum Threshold of 70% for Technical Criteria

**Step 3** : Technical evaluation criteria that are used to determine the competency and capability of respondents, highest scores reflect best suited respondents.

Technical Description	WEIGHTINGS
Technical Requirements and Technical Desktop Evaluation	100%
Total	100%



## Step Three: The test for the Technical threshold will include the following (refer to Annexure A - D)



The test for the Technical and Functional threshold will include the following:

Respondents must complete and submit Annexure A – D which include a Technical Questionnaire. A Respondent's compliance with the minimum functionality/technical threshold will be measured by their responses to **Annexure A – D**

Technical Evaluation Criteria: Desktop Evaluation	Scoring Points
Project Experiences and Technical Resources	25.00
Cloud Management Solution	15.00
Cloud Infrastructure requirements	20.00
Reliability and Information Security	10.00
Cloud Disaster Recovery Service	15.00
Interoperability	15.00
<b>Total:</b>	<b>100.00</b>
<b>Minimum qualifying score required:</b>	<b>70.00</b>



# Step Four: Evaluation and Final Weighted Scoring

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

- B-BBEE evaluation in the final stages of evaluation and will be based on the Bidders B-BBEE scorecard.
- Minimum B-BBEE Level 1-2 accreditation in new codes required as a B-BBEE minimum level .
- B-BBEE - current scorecard / B-BBEE Preference Points Claims Form 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 below:

B-BBEE Status Level of Contributor	Number of points (90/10 system)
Level 1-2	7
>51 % BO	3
Non-compliant contributor and Level 1-3	0

The maximum points for this bid are allocated as follows:

	POINTS
<b>PRICE</b>	90
- <b>B-BBEE STATUS LEVEL OF CONTRIBUTION</b>	
<b>(Level 1-2)</b>	10
<b>&gt;51 % BO</b>	
<b>Total points for Price and Specific Goals must not exceed</b>	<b>100</b>



## Step Four: Evaluation and Final Weighted Scoring continues...

Price and TCO Criteria [Weighted score 90 points]:

Evaluation Criteria	RFP Reference
<ul style="list-style-type: none"> <li>Commercial offer</li> </ul>	Section 4 and pricing <b>Annexure E</b>



Transnet will utilise the following formula in its evaluation of price:

$$PS = 10 \left( 1 - \frac{Pt - Pmin}{Pmin} \right)$$

Where:

$Ps$  = Score for the Bid under consideration

$Pt$  = Price of Bid under consideration

$Pmin$  = Price of lowest acceptable Bid



## Step Four: Evaluation and Final Weighted Scoring continues...

### Broad-Based Black Economic Empowerment criteria [ Weighted score 10 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 Specific Goals Form in Section 9 of the RFP.

Evaluation Criteria	Final Weighted Scores
<b>Price and Total Cost of Ownership</b>	90
<b>B-BBEE - Scorecard</b>	10
<b>TOTAL SCORE:</b>	100

Based on the value of the proposed tender, the 90/10 price preference weighted score will be used in accordance with the PPPFA



## Step Five : Post Tender Negotiations (if applicable)

- 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. A final evaluation will be conducted in terms of 90/10 and the contract will be negotiated and awarded to the successful Respondent(s).



## Step Six : Objective Criteria

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:

- 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 2<sup>nd</sup> and 3<sup>rd</sup> 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 Seven: Award of business and conclusion of contract

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- Immediately after approval to award the contract has been received, the successful or preferred bidder(s) will be informed of the acceptance of his/their Bid either by way of a Letter of Award where Transnet will negotiate the final terms and condition the contract with the successful Respondent(s). Thereafter the final contract will be concluded with the successful Respondent(s).
- Otherwise, a final contract will be concluded and entered into with the successful Bidder at the acceptance of a letter of award by the Respondent.



## Closure

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All questions arising from this non- compulsory briefing session must be put in writing on the (Section 8) RFP Clarification Form submitted on the system and sent to [Sithokozile.Ndaba@transnet.net](mailto:Sithokozile.Ndaba@transnet.net) before **12h00 pm on 08 April 2024**

TRANSNET



Thank you

