



**SOUTH AFRICAN AIRWAYS**

A STAR ALLIANCE MEMBER 

**South African Airways**

**RFQ-GSM066 /25**

**SUPPLY OF INVERTER SYSTEM UPS FOR  
SIMULATORS**

**G.1 Written Quote Form****RFB NUMBER: GSM066/25****CLOSING DATE: Tuesday 10 December 2025 at 12h00 GMT+2hr****VALIDITY OF RFP: 180 days****RFQ DOCUMENTS TO BE E-MAILED TO:** *Tenders@flysaa.com***QUESTIONS TO BE E-MAILED TO:**  
*NtombiMasikane@flysaa.com***Tender Instructions:**

- Vendors should ensure that bids are returned before the closing date and time.
- If the quotation is late, it will not be accepted for consideration.
- All responses must be e-mailed to *tenders@flysaa.com* and no late submissions will be considered.
- **NOTE: SAA emails can only receive 5MB of data, any document larger than 5MB needs to be sent in separate email or send file via Mimecast or Dropbox, etc**

**SAA requests your quotation on the goods and/or services listed on the attached form.****Please furnish all information as requested and return your bid on/before the date stipulated.****Late and incomplete submissions will invalidate the bid submitted.**

NAME OF VENDOR: .....

POSTAL ADDRESS: .....

TELEPHONE NO.: .....

CELL NO: .....

E MAIL ADDRESS: .....

CONTACT PERSON: .....

**This RFQ will be evaluated on pricing and functionality. Required Documentation to be attached.**

1. **SAA Vendor Document. Refer to Annexure 1**
2. **Consent to process personal information. Refer to Annexure 2**
3. **SBD2 Document. Refer to Annexure 3**
4. **SBD4 Annexure4**

**CONDITIONS**

- All goods or services purchased will be subject to SAA General Conditions of Contract (C10&C11). A copy of said conditions is available from the local Procurement office.
- It is the responsibility of the Vendor to ensure that SAA is in possession of a valid Original Tax Clearance Certificate. The onus therefore rests on the vendor to ensure SAA receives a valid Tax Clearance Certificate, as soon as the validity of the said certificate expires. Where SAA does not have a valid Tax Clearance Certificate, an Original Tax Clearance Certificate must be submitted with this RFQ. Failure to do so may invalidate the quote submitted in terms of the RFQ.
- All purchases will be made through an official purchase order. Therefore, no goods must be delivered, or services rendered before an official order/contract has been received.
- I certify that the information supplied is correct and I have read and understand SAA General Conditions of Contract and accept SAA General Conditions of Contract.
- I further certify that all the required information has been furnished and the relevant forms completed and are herewith submitted as part of the bid.

SIGNATURE OF VENDOR: \_\_\_\_\_ CAPACITY: \_\_\_\_\_

## G.2 RFP Evaluation & Price Schedule

RFB NUMBER: GSM066/25

SAA Business Unit: Procurement

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### 1. Background

1.1. South African Airways has a proud history of excellence, competing with many Local, Regional and International carriers, and is considered by consumers to be a premium world class airline. This is confirmed by the various international and local awards the airline received over the past few years. SAA is regarded as the Airline of Choice in Africa with more routes to African destinations than any other airline.

We are inspired by our unqualified belief in service excellence, integrity, accountability, quality, safety, people development and value to our shareholders. All our business relations are guided by these values and business practice. Our business partners and suppliers are expected to uphold, promote and share the same values and vision.

1.2. Service Providers are requested to provide prices with their quotation to SAA for all the services to be provided as per specification. Service providers are expected to submit a cost that is fair and reasonable.

1.3. SAA has the right to enter negotiation with a prospective Service Provider regarding any terms and conditions, including price(s), of a proposed contract.

### 2. Scope of Work

The flight simulator is a critical training tool for pilots, requiring uninterrupted power for optimal functionality. Frequent load shedding disrupts its operation, leading to downtime, training delays, and potential damage to sensitive equipment, including projectors. To address this issue, we propose a backup power system utilizing solar energy, batteries, and an inverter to provide continuous power during outages.

#### Key Factors to Consider:

- **Power Rating (kW):** Must meet the peak power requirements of the simulator.
- **Efficiency:** 90-98% efficiency, which determines how much energy is lost during conversion from DC to AC.
- **Waveform (Pure Sine Wave):** Ensures compatibility with sensitive electronic equipment like simulators.
- **Compatibility:** Must ensure the inverter integrates smoothly with the solar panels and battery systems.

#### 2.1 Minimum requirements:

- Supply and install a **high-voltage lithium battery** backup power system with a total capacity of **142 kWh**, providing **4 hours** of runtime for **each of the four simulators**.
- Include a **30 kW three-phase hybrid inverter** to manage power conversion and system integration.
- Protect simulator host computer servers, projectors and sensitive equipment from power surges during power outages.
- Provide a **battery cabinet, BMS, and charging system** for safe operation and battery maintenance.
- Ensure safe and efficient power flow using **high-quality cables** and secure component connections.

#### 2.2 Deviations: Bidders to indicate any deviations for consideration however within the scope

### 3. EVALUATION PROCESS & CRITERIA

#### 3.1 EVALUATION PROCESS

##### 3.1.1. COMPLIANCE WITH MINIMUM REQUIREMENTS

All quotations duly lodged will be examined to determine compliance with bidding requirements and conditions. Quotations with obvious deviations from the requirements/conditions will be eliminated from further adjudication.

##### 3.1.2. EVALUATION OF BIDS

The contract shall be awarded at the sole and absolute discretion of SAA. SAA hereby represents that it is not obliged to award this quotation to any bidder. SAA is entitled to **retract** this bid at any time as from the date of issue.

SAA shall not be obliged to accept the lowest of any quotation, offer or proposal.

All quotations will be evaluated according to the criteria, weightings and threshold scores as Indicated in 3.2 below:

#### 3.2 EVALUATION CRITERIA

The criteria and weights referred to in paragraph 3.1. above are as follows:

##### 3.2.1 PHASE 1 - CRITICAL CRITERIA EVALUATION

The following critical criteria will apply for evaluation of this Bid. Non-compliance to these critical criteria **or no supporting documentation supplied with the bid response will invalidate your bid.**

| No | CRITERIA                                                                              | Yes | No |
|----|---------------------------------------------------------------------------------------|-----|----|
| 1  | <b>Conformance to the minimum Specification, as indicated in the Tender document.</b> |     |    |

##### 3.2.2 PHASE 2 – FUNCTIONAL CRITERIA EVALUATION

Not Applicable to this tender as the critical criteria cover all

##### 3.2.3 PHASE 3 – Pricing & Preference Point System

All tenders that comply with the Mandatory requirements will be evaluated further in terms of pricing and the applicable preference point system as follows:

| Criteria     | Points            |
|--------------|-------------------|
| Price        | 80                |
| BBBEE        | 20                |
| <b>Total</b> | <b>100 points</b> |

#### **4. STANDARD CONDITIONS FOR REQUEST FOR QUOTATION**

**Conditions:**

- 4.1 All prices quoted must be exclusive of Value Added Tax (VAT).
- 4.2 All goods/services purchased will be subject to SAA Conditions of Contract and Order, available when requested.
- 4.3 All prices submitted must be firm. "Firm" prices are deemed to be fixed prices, which are only subject to the following statutory changes, namely VAT.
- 4.4 Note: Although SAA would prefer to award this contract to one service provider, it remains at our discretion to award the functions of the manufacturing of this product to the company that will provide us with excellent & prompt service. SAA is thus not obligated to award this quote to any bidder. SAA is entitled to retract this quote at any time as from date of issue, without any refunds whatsoever. SAA is not obligated to award this quote to the bidder that quotes the lowest.
- 4.5 Service, pricing and availability will be taken into consideration.
- 4.6 Pricing should be given based on an individual component that would make up the solution based on technical and functional requirements.

**THE FOLLOWING MUST ACCOMPANY YOUR BID**

- ☐ SAA Vendor application and supporting documents. Refer to the Annexures below.

**IF NOT QUOTING, INDICATE SO AND RETURN EMAIL TO THE RELEVANT PROCUREMENT OFFICIAL**

SIGNATURE OF VENDOR: \_\_\_\_\_

CAPACITY : \_\_\_\_\_

Company Stamp : \_\_\_\_\_

### DECLARATION OF INTEREST

1. Any legal person, including persons employed by the principal, or persons having a kinship with persons employed by the principal, including a blood relationship, may make an offer or offers in terms of this invitation to bid. In view of possible allegations of favouritism, should the resulting bid, or part thereof, be awarded to persons employed by the principal, or to persons connected with or related to them, it is required that the bidder or his/her authorised representative declare his/her position in relation to the evaluating/adjudicating authority and/or take an oath declaring his/her interest, where:

- ☐ the bidder is employed by the principal; and/or
- ☐ the bidder is a board member
- ☐ the legal person on whose behalf the bidding document is signed, has a relationship with persons/a person who are/is involved in the evaluation and or adjudication of the bid(s), or where it is known that such a relationship exists between the person or persons for or on whose behalf the declarant acts and persons who are involved with the evaluation and or adjudication of the bid.

2. To give effect to the above, the following questionnaire must be completed and submitted with the bid.

2.1 Are you or any person connected with the bidder, employed by the principal? YES/NO

2.1.2 If so, state particulars.

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2.2 Do you, or any person connected with the bidder, have any relationship (family, friend, other) with a person employed by the principal and who may be involved with the evaluation and or adjudication of this bid? YES/NO

2.2.1 If so, state particulars

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2.3 Are you, or any person connected with the bidder, aware of any relationship (family, friend, other) between the bidder and any person employed by the principal who may be involved with the evaluation and or adjudication of this bid? YES/NO

2.3.1 If so, state particulars

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3. **DECLARATION**

I \_\_\_\_\_, THE UNDERSIGNED CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPH 2.1 TO 2.3.1 ABOVE IS CORRECT. I ACCEPT THAT THE PRINCIPAL MAY ACT AGAINST ME IN TERMS OF PARAGRAPH 23 OF THE GENERAL CONDITIONS OF CONTRACT SHOULD THIS DECLARATION PROVE TO BE FALSE.

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Signature

Date

\_\_\_\_\_  
Position

\_\_\_\_\_  
Name of Bidder

\_\_\_\_\_  
Bid Number

**Annexure 1**

**1. VENDOR APPLICATION FORM**

|                                                                          |                                         |                                           |                                      |
|--------------------------------------------------------------------------|-----------------------------------------|-------------------------------------------|--------------------------------------|
| <b>Vendor Account Number:</b>                                            |                                         | <b>Company Code(s):</b>                   |                                      |
| <b>VENDOR INFORMATION</b>                                                |                                         |                                           |                                      |
| <b>Registered Name:</b>                                                  |                                         |                                           |                                      |
| <b>Trading Name:</b>                                                     |                                         |                                           |                                      |
| <b>Physical Address:</b>                                                 |                                         |                                           |                                      |
| <b>Postal Address:</b>                                                   |                                         |                                           |                                      |
| <b>Phone:</b>                                                            | <b>E-mail:</b>                          |                                           | <b>Fax:</b>                          |
| <b>City:</b>                                                             | <b>Province:</b>                        |                                           | <b>Postal Code:</b>                  |
| <b>Contact Person:</b>                                                   | <b>Phone:</b>                           | <b>Cellular:</b>                          |                                      |
| <b>BANK AND TAX DETAIL</b>                                               |                                         |                                           |                                      |
| <b>Name of Bank:</b>                                                     |                                         |                                           |                                      |
| <b>Branch Name / Number:</b>                                             |                                         |                                           |                                      |
| <b>Bank Account Number:</b>                                              |                                         |                                           |                                      |
| <b>VAT Registration Number:</b>                                          |                                         |                                           |                                      |
| <b>Tax Clearance Certificate Number:</b>                                 |                                         |                                           |                                      |
| <b>Tax Clearance Certificate Approved Date:</b>                          |                                         |                                           |                                      |
| <b>Tax Clearance Certificate Expiry Date:</b>                            |                                         |                                           |                                      |
| <b>B-BBEE DETAIL</b>                                                     |                                         |                                           |                                      |
| <b>B-BBEE Certificate Number:</b>                                        |                                         |                                           |                                      |
| <b>B-BBEE Certificate Verification Date:</b>                             |                                         | <b>B-BBEE Certificate Expiry Date:</b>    |                                      |
| <b>Applicable Scorecard:</b><br>(Tick Applicable Box)                    | <b>Exempted Micro Enterprise (EME):</b> | <b>Qualifying Small Enterprise (QSE):</b> | <b>General/Large Supplier (GEN):</b> |
| <b>B-BBEE Status Level:</b>                                              |                                         | <b>Enterprise Development: Yes / No</b>   |                                      |
| <b>B-BBEE Value Adding: Yes / No</b>                                     |                                         | <b>% Black Ownership:</b>                 |                                      |
| <b>% Black Women Ownership:</b>                                          |                                         | <b>% Black People with Disabilities:</b>  |                                      |
| <b>Since when has the enterprise been in operation – Months / Years:</b> |                                         |                                           |                                      |
| <b>What is your company's annual turnover (previous financial year):</b> |                                         |                                           |                                      |

| Duly Authorised to sign for and behalf of the Enterprise / Organisation: |        |       |
|--------------------------------------------------------------------------|--------|-------|
| Name:                                                                    | Phone: | Date: |
| Signature of applicant:                                                  |        |       |
| Designation / Capacity:                                                  |        |       |

| DOCUMENTATION REQUIRED                                                                                                                                                                                      | Attached |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| Cancelled Cheque / Stamped Bank Confirmation Letter not older than one year                                                                                                                                 |          |
| Latest Valid certified B-BBEE Certificate /affidavit                                                                                                                                                        |          |
| Latest Valid SARS GOODSTANDING LETTER / SARS pin on official SARS documentation:                                                                                                                            |          |
| CSD Registration Report indicating Tax Compliance as well as successful verification of banking details. The banking details on supporting documents must match the banking details verified on CSD report. |          |
| Certified copies of the following documents: Company registration document, ID copies of shareholders/directors as well as share certificates where applicable                                              |          |

| For Internal Use Only:                                                                                                                                             |                             |                       |                                          |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|-----------------------|------------------------------------------|
| Checklist:                                                                                                                                                         | Yes                         | No                    |                                          |
| Certified Company Registration documents:                                                                                                                          |                             |                       |                                          |
| Certified Copies of identity documents of shareholders:                                                                                                            |                             |                       |                                          |
| Certified Shareholders' Certificates:                                                                                                                              |                             |                       |                                          |
| Cancelled Cheque / Stamped Bank Confirmation Letter:                                                                                                               |                             |                       |                                          |
| Latest Valid B-BBEE Certificate:                                                                                                                                   |                             |                       |                                          |
| Latest Valid SARS good standing letter:                                                                                                                            |                             |                       |                                          |
| Contracted Supplier: If yes, attach copy of contract<br>If no, attach GSM Approval Schedule                                                                        |                             |                       |                                          |
| CSD Registration Report indicating Tax Compliance as well as successful verification of banking details. Banking details to match details on supporting documents. |                             |                       |                                          |
| SAP Control Account Checked:                                                                                                                                       |                             |                       |                                          |
| Payment Terms:                                                                                                                                                     | Negotiated Contracted Terms | GSM Approval Schedule | B-BBEE: QSE / EME (15 days from invoice) |

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| Signoff:                                          |       |            |
|---------------------------------------------------|-------|------------|
| Requester Name:                                   | Date: | Signature: |
| Comment:                                          |       |            |
| Name:<br>GSM: Manager                             | Date: | Signature: |
| Comment:                                          |       |            |
| Name: Happy Zwane<br>GSM: Admin Coordinator (SAP) | Date: | Signature: |

|                                                                                                                |              |                   |
|----------------------------------------------------------------------------------------------------------------|--------------|-------------------|
| <b>Comment:</b>                                                                                                |              |                   |
| <b>Name: <u>Tricia Ally</u></b><br><b>Vendor Master Authoriser: Finance</b><br><b>Manager Accounts Payable</b> | <b>Date:</b> | <b>Signature:</b> |
| <b>Comment:</b>                                                                                                |              |                   |

## Annexure 2

### CONSENT FOR PROCESSING OF PERSONAL INFORMATION

#### 1. USE OF PERSONAL INFORMATION

- 1.1. The Bidder voluntarily submits this bid/document containing personal information, for the purposes of SAA' RFQ NO.: **GSM066/25**
- 1.2. SAA hereby provides hereto information in respect of its processing of Bidder's personal information for the purposes of RFQ NO.: **GSM066/25**
- 1.3. and the Bidder hereby provide the consent required by SAA for processing purposes.
- 1.4. SAA is committed to protecting Bidder's privacy and recognises that it needs to comply with statutory requirements in collecting, processing and distributing of personal information.
- 1.5. The Constitution of the Republic of South Africa provides that everyone has the right to privacy and the Protection of Personal Information Act 4 of 2013 ("POPI") includes the right to protection against unlawful collection, retention, dissemination and use of personal information. In terms of section 18 of POPI, if personal information is collected SAA, as responsible party, must take reasonably practical steps to ensure that the data subject is made aware of the information being collected.
- 1.6. In order to process RFQ NO.: **GSM066/25** and make award to a successful Bidder, it is necessary to provide SAA' counterparts, relevant authorities and development incubators with personal information of the Bidder, which personal information includes, but is not necessarily limited to the Bidder's company's Director/Shareholder and registration details with relevant authorities such as SARS, CIPRO, National Treasury etc. This information is distributed to SAA' counterparts, relevant authorities and developmental incubators usually by electronic means in the form of an email or any other means. This personal information is necessary for purposes of processing RFQ NO.: **GSM066/25**, discharge of contractual and legislative obligations of SAA.
- 1.7. In accordance with POPI, SAA hereby provides the following information:

|       |                                        |                                                                                                                                                                                                                                                                                                                   |
|-------|----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1.6.1 | <i>Type of Information</i>             | Company registration information (e.g. registration numbers, SARS or tax information, CSD, shareholder/director information)                                                                                                                                                                                      |
| 1.6.2 | <i>Category of information</i>         | Personal information for furthering the objectives of the RFQ NO <b>GSM066/25</b>                                                                                                                                                                                                                                 |
| 1.6.3 | <i>Purpose</i>                         | Required for purposes of processing RFQ NO.: <b>GSM066/25</b> and to discharge legislative obligations.                                                                                                                                                                                                           |
| 1.6.4 | <i>Source</i>                          | Bidder (data subject) directly.                                                                                                                                                                                                                                                                                   |
| 1.6.5 | <i>SAA details (Responsible Party)</i> | Chief Information Officer or SAA website.                                                                                                                                                                                                                                                                         |
| 1.6.6 | <i>Voluntary/Mandatory</i>             | Bidder is required to provide the information voluntarily and understands that same is mandatory for purposes of processing RFQ NO.: <b>GSM066/25</b> and to discharge legislative obligations.                                                                                                                   |
| 1.6.7 | <i>Legal Requirement</i>               | SAA may be required, directly or indirectly, in terms of public procurement regulatory framework, policies and other statutes such as the Financial Intelligence Centre Act 38 of 2001, King 3 or similar statutes, to collect the information in order to report to the Minister representing its shareholder or |

|        |                                           |                                                                                                                                                                                                                                                                                                                                                                                                                              |
|--------|-------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|        |                                           | other Government structures and for responsible record keeping, statistical and any other purpose.                                                                                                                                                                                                                                                                                                                           |
| 1.6.8  | <i>Contractual Requirement</i>            | The information is required in terms of the Terms and Conditions of this RFQ NO.: <b>GSM066/25</b> and as well as a potential business agreement with a successful Bidder.                                                                                                                                                                                                                                                   |
| 1.6.9  | <i>Consequences of failure to provide</i> | Failure to provide the information will result in a failure to process and achieve the objectives set out on this RFQ NO.: <b>GSM066/25</b>                                                                                                                                                                                                                                                                                  |
| 1.6.10 | <i>Cross border transfer</i>              | Where necessary, the information may be shared with SAA' counterparts in countries that subscribe to similar data protection laws. Where the information is shared with SAA' counterparts in countries that do not subscribe to similar data protection laws, SAA will enter into an agreement with its counterpart in terms whereof such counterpart will be liable to the protection of the Bidder's personal information. |
| 1.6.11 | <i>Recipients of personal information</i> | SAA' counterparts, relevant Government authorities/regulatory bodies and development incubators.                                                                                                                                                                                                                                                                                                                             |
| 1.6.12 | <i>Access and right to amend</i>          | The Bidder has the right to access and amend their personal information at any reasonable time. However, this right shall not affect any right of SAA to disqualify a Bidder in accordance with the terms and conditions of this RFQ NO.: <b>GSM066/25</b> or potential business agreement with a successful Bidder.                                                                                                         |
| 1.6.13 | <i>Right to object</i>                    | Bidder is entitled to object to the use of information. However, such objection may lead to the RFQ NO.: <b>GSM066/25</b> and/or potential business agreement between it and SAA being terminated as the information is required for the processing of Bid or potential business agreement.                                                                                                                                  |
| 1.6.14 | <i>Complaints</i>                         | All complaints regarding the use of personal information may be directed to the Information Regulator and SAA's Chief Information officer.                                                                                                                                                                                                                                                                                   |

## 2. CONSENT

- 2.1. The Bidder (as data subject), by signing this document, hereby consents to the use of their personal information described herein and confirms that:
  - 2.1.1. they have obtained all the necessary consent from their shareholders/directors or counterparts, including the consent for SAA to receive and process such personal information;
  - 2.1.2. information is supplied voluntarily, without undue influence from any party and not under any duress;
  - 2.1.3. the information which is supplied herewith is mandatory for the purposes of this RFQ NO.: **GSM066/25** and that without such information, SAA will not be able to process RFQ NO.: **GSM066/25** and discharge legislative obligations.
- 2.2. Failure to provide the information will result in the objectives of the RFQ NO.: **GSM066/25** not being achieved, with the Bidder being disqualified also for RFQ NO.: **GSM066/25** and/or potential business agreement.

- 2.3. The Bidder acknowledges that it is aware thereof that it has the following rights with regard to such personal information which is hereby collected in accordance with this consent. The right to:
- 2.3.1. access the information at any reasonable time for purposes of rectification thereof;
  - 2.3.2. object to the processing of the information in which case its response to RFQ NO.: **GSM066/25** and potential business agreement will terminate immediately on cancellation.
  - 2.3.3. lodge a complaint to the Information Regulator.

3. **SIGNATORIES**

.....  
**Signature**

.....  
**Date**

.....  
**Position**

.....  
**Name of Bidder**