

## APPOINTMENT OF A SERVICE PROVIDER TO SUPPORT THE DEVELOPMENT OF THE SENTECH ACADEMY CENTRE OF LEARNING PROGRAMME

### 1 BACKGROUND

SENTECH SOC Limited is state-owned and the largest broadcasting signal distributor in Africa. It holds both Individual Electronic Communications Services (I-ECS) and Individual Electronic Communications Network Service (I-ECNS) licenses, enabling it to build all kinds of telecommunications infrastructure and offer broadband services. In the past few years, SENTECH has developed capabilities in emerging technologies covering 5G, the Internet of Things (IoT), Cloud computing, Data centres, Data analytics and Artificial Intelligence. We have also established the SENTECH Research and Innovation Collaboration Network (SRICN) with institutes of higher learning and the industry.

SENTECH's training centre has served internal personnel and SENTECH's customers mainly in the broadcasting environment. The training was mainly based on analogue and legacy technologies. SENTECH intends to expand and relaunch the training centre as a SENTECH Academy for Emerging Technologies and Innovation (SAETI) and a profit centre for revenue generation. To this end, we invite potential service providers to assist with developing the operating model and programs and support the establishment of the training academy.

You are invited to provide a quote to deliver goods, services or works defined in the Scope of Work over a period of 6 to 8 months.

### 2 SCOPE OF WORK

- 1) Definition of the market and the development of the business case;
- 2) Development and implementation of the delivery/ business model(s) and the roadmap;
- 3) Facilitation of the development of skills/ training programmes and curriculum aligned to relevant unit standards and SETAs, and to the SENTECH Research and Innovation Collaboration Network with institutes of higher learning; and
- 4) Facilitation of required accreditations and certifications; and
- 5) Enablement of a physical and/or virtual presence of the Academy.

### 3 MANDATORY SPECIFICATIONS

Mandatory Eligibility Criteria	Attach evidence	Provide the reference page number in your proposal
Proof of work completed in capacity development, curriculum development and/or establishment of a training centre or academy.	Attach portfolio of work done, at least 3 reference letters or certificates of completion or equivalent, and CVs of at least 2 relevant professional resources with appropriate qualifications to be utilised in the project.	

### 4 FUNCTIONALITY CRITERIA

#### 4.1 Functional / Quality criteria (if applicable)

(Applicable where Evaluation Method 3 or 4 is used.)

Functionality criteria	Proof Required	Points
Resource with a combined experience of at least 10 years in skills and capacity development – covering training academy programme conceptualisation and implementation, development of business cases in education and facilitating a business of training (at least 3 of the aspects should have been covered). <ul style="list-style-type: none"> <li>• More than 10 years of combined experience [20]</li> <li>• 5 to 10 years of combined experience as above [15]</li> <li>• Less than 5 years of combined experience [0]</li> </ul>	Proposal and relevant annexures with details of work performed.	<b>20</b>
Extensive interactions and collaborations with institutes of higher learning, SETAs and industry in the context of curriculum development, accreditations and certifications: <ul style="list-style-type: none"> <li>• Extensive interactions and collaborations - including evidence of established programs as a result and evidence of impact in terms of revenue generation or other determined metrics [20]</li> <li>• Evidence of extensive interactions and collaborations - evidence of established programs as a result, but no evidence of impact [10]</li> <li>• No extensive interactions and collaborations [0]</li> </ul>	Proposal and relevant annexures with details of work performed.	<b>20</b>
Methodology, approach and workplan - with key deliverables and timelines being clear, well-defined, and realistic: <ul style="list-style-type: none"> <li>• Aggressive with clear, quick wins likely within three months [20]</li> <li>• Optimistic with tangible deliverables likely within six months [10]</li> <li>• Unclear, unrealistic, and unsuitable [0]</li> </ul>	Attach methodology and approach with the articulation of best practice; Attach intended key results & milestones, and timelines.	<b>20</b>
<b>Total Points:</b>		<b>60</b>

#### 4. MINIMUM SCORE TO QUALIFY (APPLICABLE TO FUNCTIONAL CRITERIA)

If no Functional Criteria, indicate "N/A"

Minimum Score to Qualify for Further Evaluation	[Insert Minimum functional/ quality score]
45/60	75%

#### 5 PRICING PROPOSAL

Based on the scope of work and intended milestones, provide pricing, including VAT and a suggested payment schedule.

#### 6 TERMS AND CONDITIONS

##### SENTECH reserves the right to

- Extend the closing date.
- Verify any information contained in a response.
- Request documentary proof.
- Cancel or withdraw the requirement.
- To limit communications to only those Service Providers who meet the requirements.
- This request will be subject to the **General Conditions of Contract** issued in accordance with Treasury Regulation 16A published in terms of the Public Finance Management Act, 1999 (Act 1 of 1999). The Special Conditions of Contract are supplementary to that of the General Conditions of Contract. Where, however, the SCC conflict with the GCC, the SCC shall prevail.
- The successful Service Provider may only enter a subcontracting arrangement with the approval of SENTECH. The successful Service Provider may not subcontract more than 30% of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level of contributor than the Service Provider concerned, unless the contract is subcontracted to an EME that has the capability and ability to execute the subcontract.
- SENTECH reserves the right to request a BBBEE transformation plan with clearly defined timelines and milestones if the recommended Service Provider does not meet SENTECH's transformation goals. These milestones must be achieved over the term of the contract. This transformation plan shall be submitted within 10 working days from the written request, failing which SENTECH reserves the right to withdraw its appointment of the preferred recommended Service Provider.
- SENTECH shall have the right, at its sole and exclusive discretion, upon written notice to the Service Provider, to terminate this Agreement, in whole or in part should the SERVICE PROVIDER fail to perform any of its obligations or deliver any deliverable timeously or should SENTECH not be satisfied with the quality of any service/s in terms of this Agreement, to the satisfaction of SENTECH.
- SENTECH shall furthermore have the right, because of such termination, to appoint a third party to perform the obligations of the Service Provider in terms of the Agreement and the Service Provider indemnifies SENTECH against all costs incurred by SENTECH in appointing such third party to fulfil the obligations of the Service Provider.

- SENTECH shall have the right, at its sole and exclusive discretion, to terminate this Agreement, at any time, upon 30 (thirty) days' written notice to the Service Provider.
- SENTECH reserves the right to conduct supplier due diligence at any time pre, during and post the contract period. This may include announced or unannounced site visits.
- Key resource provided in response should be engage in the project, should there be resource changes the resource levels must be equivalent to the resources in the proposal, with notice and acceptance by
- Service Level Agreement will be signed with the successful Service Provider.
- SENTECH will renew the contract annually based on satisfactory performance review.