

## REQUEST FOR QUOTATION

SENTECH INVITES SUPPLIERS FOR:

|                           |  |   |         |
|---------------------------|--|---|---------|
| Project title:            | Appointment of Service Provider for Supply Delivery and Installation of Embedded Analog to SDI |   |         |
| Quotation or Proposal no: | RFX 60000002169  |   |         |
| RFQ Issue date:           | 22 August 2024   |   |         |
| Compulsory Site Briefing  | 02 September 2024  | Sentech Head Office Octave Road, Radiokop 10:00 |         |
| Closing date:             | 11 September 2024  |   |         |
| Closing time:             | 12h00  | Validity period:                                | 90 days |

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

### QUOTATIONS OR PROPOSALS TO BE RETURNED TO:

|                          |                           |
|--------------------------|---------------------------|
| Quotations Administrator | Lungile Sithole           |
| Telephone no:            | 067 427 0326              |
| E-mail:                  | Quotations5@sentech.co.za |

## Form of Offer and Acceptance

### Offer

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

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

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

### THE OFFERED TOTAL OF THE PRICES INCLUSIVE OF VAT IS:

(in ..... words)

.....Rand  
;

R.....(in figures)

**THE OFFERED PRICES ARE AS STATED IN THE PRICING SCHEDULE**

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

Signature(s)

Name(s)

Capacity

**For the  
tenderer:**

*(Insert name and address of organisation)*

Name &  
signature of  
witness

Date

## Acceptance

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

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

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

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

Signature(s)

Name(s)

Capacity

**for the  
Employer**

*(Insert name and address of organisation)*

Date

Name &  
signature of  
witness

.....

## RFQ Data

### 1. ADMINISTRATIVE RESPONSIVENESS CRITERIA

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

### 2. AWARD OF RFQ's

Sentech may appoint one or more suppliers, in whole or in part, or not appoint any supplier/s at all, and/or cancel the bid in its entirety, at Sentech's sole and exclusive discretion, in order to satisfy various needs which may be identified, and to manage certain risks associated with the supply of goods or services specified in respect of the Bid.

### 3. RATE OF EXCHANGE, CURRENCY FLUCTUATIONS AND CURRENCY

All bid prices quoted shall be in South African Rands (ZAR). If prices are in a foreign currency, the rate of exchange quoted shall remain fixed throughout the term of the agreement. Bidders will bear the risk of and all cost/s associated with currency fluctuations, therefore Bidders shall be required to manage such risk in their bid price.

### 4. GENERAL - PRICES

All prices shall be quoted in ZAR.

Unless written approval has been obtained from Sentech, no adjustment in contract prices will be made. Applications for price adjustment must be accompanied by documentary evidence in support of any adjustment.

### 5. PRICE NEGOTIATIONS

Sentech reserves the right to negotiate market related prices and discounts. If market-related prices are not agreed to, Sentech reserves the right to cancel the Bid.

## 6. EVALUATION CRITERIA

The evaluation criteria are stipulated in 7 below. It is the Bidder's responsibility to ensure that it has responded to the evaluation criteria. Failure to meet the evaluation criteria will result in the Bidder not being evaluated further. Bidders must ensure that they have included all supporting documentation required to support their response to the Bid

## 7. . RFQ EVALUATION METHOD

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

|                          |  |
|--------------------------|--|
| <b>Evaluation Method</b> | <p><b>1. Stage 1 – Administrative Responsiveness Evaluation</b></p> <p>All the Quotations will be evaluated against the <b>Administrative responsiveness requirements</b> as set out in section 2 of the RFQ Data.</p> <p><b>2. Stage 2 – Functional Evaluation Criteria</b></p> <p>The proposals that COMPLY with the Mandatory evaluation criteria be evaluated against the Functional Criteria. Suppliers meeting the minimum requirement will be evaluated further.</p> <p><b>3. Stage 3 – Price and Preference</b></p> <p>Suppliers with the lowest Price offered will score the highest points. Only Suppliers that submit a valid B-BBEE Certificate can claim preference points in line with the 80/20</p> <p>Suppliers with the highest number of points will be recommended for the award of this quotation, unless there are compelling and justifiable reasons not to do so.</p> |
|--------------------------|--|

| <b>Mandatory Eligibility Criteria</b>  | <b>Compliant (Indicate Yes or No)</b> | <b>What Proof is required to show compliance to Mandatory Eligibility Criteria</b> | <b>Reference proof supplied by reference the page number where the information is located in your Tender submission</b> |
|--|---------------------------------------|--|---|
| Broadcast wiring experience and Fiber projects   |                                       | Previous work experience in similar projects - minimum of three.                   |   |
| Supplier will perform fibre splicing onto EFC multimode and may run own fiber if needed or patch onto an existing single-mode network. |                                       | Qualifications and experience of fibre optic technician.                           |   |
| Equipment must be 1RU-3RU in size and no portable devices  |                                       | Equipment Datasheets/ Specifications   |   |
| All equipment must have an option of management via web interface (RJ45)   |                                       | Equipment Datasheets/Specifications  |   |
| Solution offered must have a backup chain  |                                       | Design layout  |   |
| All Equipment must have at least a minimum of 12 months  |                                       | Indicate warranty  |   |

| Mandatory Eligibility Criteria  | Compliant (Indicate Yes or No) | What Proof is required to show compliance to Mandatory Eligibility Criteria | Reference proof supplied by reference the page number where the information is located in your Tender submission |
|---|--------------------------------|---|--|
| manufacturer's warranty after date of sign-off.   |                                |   |  |
| The supplied Embedders, Fiber TX & RX and SDI DA must be scalable to 8/16 channels.   |                                | Equipment Datasheets/Specifications   |  |
| <b>NOTE: Bidders that do not comply with all the above criteria will not be evaluated further. Annexure 1 to be fully completed. If not completed, bidders will be disqualified</b> |                                |   |  |



| Functional / Quality criteria  | Points |
|--|--------|
| <p>1. Service provider to re-route existing analog TV services from coaxial copper lines and install the proposed new solution.</p> <p>Tenderer must provide a simplified design layout that complies with Sentech's requirements.</p> <p>Non-compliant: 0<br/>Partial compliant: 2<br/>Fully compliant: 5</p>   | 5      |
| <p>2. Re-routed PAL/Composite video and analog audio must be embedded into an 4 to 8 channel embedder.</p> <p><b>Specifications of the Embedder:</b></p> <p>Embedder features :</p> <ul style="list-style-type: none"> <li>- Capable of auto detection of input standards</li> <li>- Input standards : PAL, Composite Video</li> <li>- Y/C and composite inputs available</li> <li>- Selectable default output on loss of input</li> <li>- Lock to input, noise reduction in minimum delay</li> <li>- Adjustment of video gain</li> <li>- Tracking audio delay to keep audio in perfect sync with its associated video</li> </ul> <p>Signal Inputs:</p> <ul style="list-style-type: none"> <li>- Composite video      BNC connectors 75-Ohm</li> <li>- Y-C                        BNC connectors</li> <li>- Analog Audio            4 Channel mono / 2 stereo pair</li> </ul> <p>Signal Outputs:</p> <ul style="list-style-type: none"> <li>- Serial Digital            2 x SDI via BNC Connectors</li> <li>- AES Audio                4 channels balanced and unbalanced</li> <li>- Standards                SMPTE 259M, SMPTE 272M, AES3</li> </ul> <p>Quantities :</p> <ul style="list-style-type: none"> <li>- 2 x boxes, Main and Backup</li> <li>- Five interface cards per Embedder box.</li> </ul> <p>Power Supply :</p> <ul style="list-style-type: none"> <li>- 220VAC</li> </ul> <p>Non-compliant: 0<br/>Partial compliant: 8<br/>Fully compliant: 15</p> | 15     |

|  |           |
|--|-----------|
| <p>3 SDI services from embedder must be converted to Fiber at the NTC</p> <p>Fiber TX Unit capable of converting SDI to Fiber at NTC</p> <p>Transmitter features:</p> <ul style="list-style-type: none"> <li>- Input channel routing – electrical SDI inputs 1 to 4 can be routed to Fiber output channels 1 to 4, and Fiber inputs 1 to 4 can be routed to electrical SDI output channels 1 to 4.</li> <li>- 4 channels of Fiber outputs single mode Fiber optic transmitter for 3G/HD/SDSDI and DVB ASI signals</li> <li>- 4 channels of electrical SDI inputs for 3G/HD/SDSDI and DVB ASI signals.</li> <li>- The SFP transmitters are hot-pluggable</li> </ul> <p>Signal Inputs:</p> <ul style="list-style-type: none"> <li>- BNC 3 Gbps HD-SDI, 1.485 Gbps HD-SDI or 270 Mbps SD-SDI</li> <li>- Connector / format BNC / 75 Ohm,</li> <li>- Inputs 4</li> </ul> <p>Signal Outputs:</p> <ul style="list-style-type: none"> <li>- 3 Gbps HD-SDI, 1.485 Gbps HD-SDI or 270 Mbps SD-SDI</li> <li>- Connector / format LC single mode SFP</li> <li>- Outputs 1 to 4 per Channel</li> </ul> <p>Quantities :</p> <ul style="list-style-type: none"> <li>- 2 x boxes, Main and Backup</li> <li>- Five interface cards per Transmitter box.</li> </ul> <p>Power Supply :</p> <ul style="list-style-type: none"> <li>- 220VAC</li> </ul> <p>Non-compliant: 0<br/>Partial compliant: 5<br/>Fully compliant: 10</p> | <p>10</p> |
| <p>4 Installers will run Fiber on a 100m Single-mode Fiber from NTC to Encoder room.</p> <p>Tenderer's team are qualified optic splicer technicians.</p> <p>One technician: 2<br/>Two technicians: 5</p>   | <p>5</p>  |



**5** The Fiber to SDI converted services will feed to Sentech's SDI encoders

Fiber RX Unit capable of converting Fiber to SDI at the Encoder room

Receiver features:

- 4 channels single mode Fiber optic receiver for 3G/HD/SDSDI and DVB ASI signals.
- 4 channels of electrical SDI outputs for 3G/HD/SDSDI and DVB ASI signals.
- The SFP transmitters are hot-pluggable

Signal Inputs:

- 3 Gbps HD-SDI, 1.485 Gbps HD-SDI or 270 Mbps SD-SDI
- Connector / format LC single mode SFP
- Conforms to: SMPTE 297-2006
- Inputs 4

Signal Outputs:

- 3 Gbps HD-SDI, 1.485 Gbps HD-SDI or 270 Mbps SD-SDI
- Connector / format BNC / 75 ohm, DIN1.0/2.3, HDBNC panel jack
- Conforms to SMPTE 424M (HD level A), SMPTE 292M (HD), SMPTE 259M-C (SD)
- Outputs 1 to 4 per Channel

Quantities :

- 2 x boxes, Main and Backup
- Five interface cards per Receiver box.

Power Supply :

- 220VAC

Non-compliant: 0

Partial compliant: 5

Fully compliant: 10

**10**

|  |          |
|--|----------|
| <p>6 Fiber RX outputs SDI pass through an SDI Distribution Amplifier</p> <p>Distribution Amp features:</p> <ul style="list-style-type: none"> <li>- Supports bit-rates up to 2.97 Gbps.</li> <li>- Automatic format detection</li> <li>- bypass relay protection</li> </ul> <p>Signal Inputs:</p> <ul style="list-style-type: none"> <li>- 3G/HD/SD SDI SMPTE 424M, 292M, and 259M-C</li> <li>- Supports data rates of 270, 1483.5, 1485, 2967, 2970Mb/s, EN50 83-9</li> <li>- Input A and B per card with bypass relay protection</li> </ul> <p>Signal Outputs:</p> <ul style="list-style-type: none"> <li>- 3G/HD/SD SDI SMPTE 424M, 292M, and 259M-C</li> <li>- 5 Outputs per Channel</li> </ul> <p>Quantities :</p> <ul style="list-style-type: none"> <li>- 2 x boxes, Main and Backup</li> <li>- Five DA cards per Receiver box.</li> </ul> <p>Power Supply :</p> <ul style="list-style-type: none"> <li>- 220VAC</li> </ul> <p>Non-compliant: 0<br/>Partial compliant: 4<br/>Fully compliant: 8</p> | <p>8</p> |
| <p>7 Provide patch fields at the NTC and Encoder room for monitoring</p> <p>Tenderer must clearly show on their design diagram</p> <p>Non-compliant: 0<br/>Partial compliant: 2.5<br/>Fully compliant: 5</p>   | <p>5</p> |

|   |           |
|---|-----------|
| <p><b>8 SDI Rack Mount Monitor</b></p> <ul style="list-style-type: none"> <li>- Supports remote management and control through a network interface (RJ45)</li> </ul> <p>Input Signal:</p> <ul style="list-style-type: none"> <li>- 3G/HD/SD-SDI and CVBS video monitor</li> <li>- Connectors 4x BNC</li> <li>- Input signals are automatically detected</li> </ul> <p>Screen Size:</p> <ul style="list-style-type: none"> <li>- 4 x high-resolution LCD screens, Dimension W19", H3.5",D2.5".</li> <li>- 16:9 or 4:3 aspect ratio</li> <li>- 2-3RU</li> <li>- On-screen level meters and audio monitoring.</li> </ul> <p>Quantities :</p> <ul style="list-style-type: none"> <li>- 1 x SDI Rack Mount Monitor</li> </ul> <p>Power Supply:</p> <ul style="list-style-type: none"> <li>- 12VDC or 220VAC</li> </ul> <p>Non-compliant: 0<br/>Partial compliant: 2<br/>Fully compliant: 4</p> | 4         |
|   |           |
| <b>Total Points:</b>  | <b>62</b> |
| <b>Minimum Score to Qualify for Further Evaluation</b>  | <b>50</b> |

#### 8. Preference Point allocation – 80/20

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

Sentech will award preference points as follows:

| Goal   | Points | Evidence required   |
|--|--------|---|
| Historically disadvantaged by unfair discrimination on the basis of Race | 10     | A valid BBBEE Certificate showing at least 51% black ownership        |
|  | 5      | A valid BBBEE Certificate showing at least 25.1 – 50% black ownership |
|  | 3      | Black owned company showing at least 5 – 25% black ownership          |
|  | 0      | Below 5%  |

|  |           |   |
|--|-----------|---|
| Historically disadvantaged by unfair discrimination on the basis of Gender (women) | 8         | A valid BBBEE Certificate showing at least 51% women ownership        |
|  | 4         | A valid BBBEE Certificate showing at least 25.1 – 50% women ownership |
|  | 2         | A valid BBBEE Certificate showing at least 5-25% women ownership      |
|  | 0         | A valid BBBEE Certificate showing at less than 5% women ownership     |
| Historically disadvantaged by unfair discrimination on the basis of disability     | 2         | A doctor's note confirming disability                                 |
| <b>Total Points</b>  | <b>20</b> |   |

**a. Price Calculation 80/20**

The following formula will be used to calculate the points for price.

$$P_s = 80 \left[ \frac{1 - (P_t - P_{min})}{P_{min}} \right]$$

Where:

$P_s$  = Points scored for price of bid under consideration

$P_t$  = Rand value of bid under consideration

$P_{min}$  = Rand value of lowest acceptable bid

