



**EXPRESSION OF INTEREST:**

**POTENTIAL RESPONDERS ARE REQUIRED TO NOTIFY THE LAND BANK SUPPLY CHAIN DEPARTMENT VIA E-MAIL OF THEIR INTENTION TO TENDER FOR THE ABOVE MENTIONED TENDER**

**POTENTIAL BIDDERS ARE TO SUBMIT THE FOLLOWING DETAILS VIA E-MAIL**

**[Pkotu@landbank.co.za](mailto:Pkotu@landbank.co.za)**

**NAME OF COMPANY:**

**CONTACT PERSON(S):**

**PHONE:**

**CSD REGISTRATION NUMBER:**

**BBBEE LEVEL:**

**E-MAIL ADDRESS:**



## **REQUEST FOR INFORMATION**

### **EXPRESSION OF INTEREST OF BACKUP STORAGE SOLUTIONS: RFI 01-03-24**

The Land and Agricultural  
Development Bank of South Africa

P O Box 375 Pretoria 0001  
272 Lenchen Avenue, Lakefield Office Park,  
Building A 1<sup>st</sup> Floor, Die Hoewel CENTURION  
Telephone (012) 686 0500 Toll-free  
0800 00 52 59

E-mail address: [info@landbank.co.za](mailto:info@landbank.co.za) Web  
address: [www.landbank.co.za](http://www.landbank.co.za)

**Registered credit provider: Reg  
number NCRC18**

**Directors:** Ms R Nkosi (Chairperson), Mr AL Makenete (Deputy Chairperson), Mr TM Rikhotso (Chief Executive Officer), Prof JF Kirsten, Ms TN Mashanda, Ms NP Motshegoa, Ms D Maithu, Ms E Pillay, Dr MM Tom and Adv DW Van der Westhuizen

Ms KH Mukhari (Chief Financial Officer) and Adv B Raseroka (Company Secretary)



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## 1. **REQUEST FOR INFORMATION**

<b>RFI Reference</b>	RFI 01-03-24
<b>Title of this RFI</b>	EXPRESSION OF INTEREST FOR BACKUP STORAGE SOLUTIONS
<b>Issue Date</b>	<b>Monday, 11 March 2024</b>
<b>RFI Closing Time &amp; Date</b>	<b>Monday, 25 March 2024 11:00</b>
<b>Delivery Address</b>	Land Bank Head Office 272 Lenchen Avenue Lakefield Office Park Building A – 1 <sup>st</sup> Floor; Die Hoewes Centurion
<b>Originals to be submitted</b>	1 Original proposal
<b>Copies to be submitted</b>	1 soft copy (USB)
<b>Tender Validity Period</b>	n/a

## 2. **OVERVIEW OF LAND BANK**

Land Bank was established in 1912 and is a wholly owned government owned Development Finance Institution with the sole mandate of financing agricultural development to achieve food security and to drive economic growth and development in South Africa. The bank is charged with the promotion of agricultural and rural development as well as providing a range of financial products to farmers and agribusiness. Land Bank Insurance Company SOC Ltd (LBIC) and Land Bank Life Insurance Company SOC Ltd (LBLIC) complement the Bank's financial services by providing insurance and risk management solutions to the agricultural community

The broad mandate, as expressed in the Land Bank Act, covers 11 objectives:

- Equitable ownership of agricultural land, in particular the increase of ownership of agricultural land by historically disadvantaged persons
- Agrarian reform, land redistribution or development programme aimed at historically disadvantaged persons
- Land access for agricultural purposes
- Agricultural entrepreneurship
- Removal of the legacy of racial and gender discrimination in agriculture
- Enhancing productivity, profitability, investment and innovation
- Growth of the agricultural sector and better use of land
- Environmental sustainability of land and related natural resources
- Rural development and job creation
- Commercial agriculture
- Food security



### **3. INFORMATION REQUEST**

Information is requested from interested persons, companies, close corporations or enterprises [hereinafter referred to as the Respondent(s)] to supply the below mentioned information to Land Bank.

The subsequent Request for Proposal [RFP] if and when this is issued by Land Bank, will be limited to only those Respondents who have responded to this RFI.

It is envisaged that one or more bidders will be considered, through a separate RFP process, to purchase the defined portfolio of loan assets that are being put on sale by the Bank.

This RFI is intended to establish a shortlist of potential qualified and reputable service provider, to provide the Bank with two Storage backup solution options for the bank to select from, this will be followed by the subsequent Request for Proposals from the shortlisted bidders. Land Bank will not accept y proposals in this RFI process and will not be obligated to accept proposals in the subsequent RFP process which may be issued hereafter.

- **Option 1:** Cloud Hosted Backup Solution – Provide a secure backup software and a backup storage that will be managed by Landbank.
- **Option 2:** Backup as a Service - Provide a fully managed secure backup solution in the cloud.

Your submission should include, in detail, two Options, indicative price and schedule of activities with timelines.

In responding to this RFI, Land Bank encourages all RFI Respondents to put their best effort into the construction and development of the proposal.

### **4. DISCLAIMER**

Respondents are hereby advised that Land Bank is not committed to any course of action as a result of its issuance of this RFI and/or its receipt of submissions in response to it. In particular, please note that Land Bank reserves the right and at its sole and full discretion to:

- A) Utilise any information provided to it in response to this RFI to draft the scope of requirements for inclusion in an RFP, unless it is specifically stated as Intellectual Property;
- B) Take no further action whatsoever, if it so decides;
- C) Withdraw from this process and the provisions of this project at any time;
- D) Select the RFI and RFP participants based on Land Bank's criteria;
- E) Change the dates of adjudication and submission;
- F) Not invite RFI respondents for further participation in the RFP process;
- G) Not bind itself to accept any or all of the RFIs;
- H) Increase or decrease the quantities/scope as indicated in the RFI;
- I) Validate any information submitted by Respondents in response to this bid. This would include, but is not limited to, requesting the Respondents to provide supporting evidence. By submitting a bid, Respondents hereby irrevocably grant the necessary consent to Land Bank to do so;
- J) Request audited financial statements or other documentation for the purposes of a due diligence exercise; and/or
- K) Not accept any changes or purported changes by the Respondent to the bid rates after the closing date and/or after the award of the business, unless the contract specifically Kindly note that Land Bank will not reimburse any Respondent for any



preparatory costs or other work performed in connection with this submission.

## 5. **SCOPE OF WORK**

Land Bank intends to seek potential qualified and reputable service provider, to provide the Bank with two Storage backup solution options for the bank to select from:

- **Option 1:** Cloud Hosted Backup Solution – Provide a secure backup software and a backup storage that will be managed by Landbank.
- **Option 2:** Backup as a Service - Provide a fully managed secure backup solution in the cloud.

### **Requirements and Evaluation Criteria**

Land Bank wishes to engage with the potential bidders interested in acquiring the Bank's portfolio of the off-balance sheet loan book which is in line with the implementation of the loan asset book disposal strategy, including the methodology the bidders will use to determine their indicative pricing bids. The disposal will be for the entire identified portfolio and/or portions thereof to a number of bidders.

Pertinent information regarding this required proposal is as follows:

### **OPTION 1 – HOSTED CLOUD SOLUTION**

Category	Description	Comply Y/N
<b>Backup Software</b>	<ul style="list-style-type: none"> <li>• Cloud Backup Software - Enterprise-class backup software providing comprehensive virtual server protection with support and advanced hypervisor integration for Virtual Machines (100 VMs) and 115TB Storage capacity including Cloud replication.</li> </ul>	25
<b>Connectivity</b>	<ul style="list-style-type: none"> <li>• At least 100 MB/s Connectivity to the hosted environment</li> </ul>	10
<b>Hosted Backup Storage (Fully managed and owned by service provider)</b>	<ul style="list-style-type: none"> <li>• 2 x 115 TB Useable Capacity (Cloud Production and Cloud DR) over 5 years fully managed and owned by service provider. Land bank only manages perform remote backup management including backup policies.</li> <li>• Features <ul style="list-style-type: none"> <li>○ Built-in Deduplication and Compression</li> <li>○ Built-in Immutability</li> <li>○ Built-in Ransomware protection</li> <li>○ Tape Support</li> <li>○ Multicloud support</li> <li>○ Built-in Deduplication and Compression</li> <li>○ Support emulation of both VTL and NAS target like NFS and CIFS</li> <li>○ Support rated write performance of at-least 60TB per hour</li> <li>○ Support minimum of 4 x 10/25Gbps SFP IP ports &amp; 4 x 32Gbps ports.</li> </ul> </li> </ul>	25



	<ul style="list-style-type: none"> <li>○ Offered disk based backup device shall also support Secure erase feature for protecting against unauthorized recovery of deleted data.</li> <li>○ Offered disk based backup appliance shall support VLAN tagging. Offered IP ports of same type shall also support Port bonding in Adaptive Load balancing as well as in Active-backup mode.</li> </ul>	
<b>Deployment Services</b>	<ul style="list-style-type: none"> <li>● Project Management with Complete documentation of the solution (Test, sign-off and handover)</li> <li>● Solution design. <ul style="list-style-type: none"> <li>- Hardware design Backup, including replication from On premise to the cloud (Production) then Cloud hosted DR</li> <li>- Test backup, restore and cloud DR</li> </ul> </li> <li>● Solution Installation and Configuration <ul style="list-style-type: none"> <li>- Onsite Installation and start up services for backup solution as per the design.</li> <li>- Backup Data migration (about ~35 TB), from current environment to new infrastructure</li> </ul> </li> </ul>	20
<b>Training and Credits</b>	<ul style="list-style-type: none"> <li>● Training for 2 x Land Bank resources <ul style="list-style-type: none"> <li>○ Training on backup software</li> <li>○ 50 hours of support credits to be used over a period of 5 years</li> </ul> </li> </ul>	5
<b>Support</b>	<ul style="list-style-type: none"> <li>● Hardware – 5 year 24x7 Proactive Services (Semi-annual operating-system environment patch analysis, firmware analysis, Annual System Health Check)</li> <li>● Software – 5 year 24x7 telephonic support standard</li> </ul>	<b>15</b>

## OPTION 2 – Backup as a Service (BaaS)

Category	Description	Comply Y/N
<b>Backup as a service</b>	<ul style="list-style-type: none"> <li>● Backup as a service – Provide a fully managed backup solution for 100 virtual machines with cloud DR.</li> <li>● Initial 115TB Useable Capacity over 5 years</li> <li>● The solution should cater for DR</li> </ul>	40
<b>Connectivity</b>	<ul style="list-style-type: none"> <li>● At least 100 MB/s Connectivity to the cloud</li> </ul>	20
<b>Managed services</b>	<p><b>Project Management and Deployment Services</b></p> <ul style="list-style-type: none"> <li>● Project, Program and Portfolio Management</li> <li>● Service design</li> <li>● Service Delivery</li> <li>● Continuous Improvement</li> </ul> <p><b>Finance</b></p> <ul style="list-style-type: none"> <li>● Cost/usage and reporting (BaaS)</li> <li>● Finance dashboard</li> </ul> <p><b>Infrastructure and Software Services</b></p> <ul style="list-style-type: none"> <li>● Backup Management</li> </ul>	40



	<ul style="list-style-type: none"> <li>• Resource Backup and Recovery</li> <li>• Resource optimization</li> <li>• Solution advice &amp; optimization</li> <li>• Resource provisioning and policy automation</li> <li>• Capacity and utilisation Dashboards</li> <li>• Application Support and Management</li> <li>• Solution advice and optimisation</li> <li>• Continuous Service Improvement</li> </ul> <p>IT Service Management (ITSM)</p> <ul style="list-style-type: none"> <li>• ITSM automation</li> <li>• Change Management</li> <li>• Incident and Problem Management</li> <li>• Security Management</li> <li>• Compliance Management</li> <li>• Capacity Management</li> <li>• Resource optimization</li> <li>• Operational Management</li> <li>• Continuous Service improvement</li> </ul>	
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**Minimum technical threshold for each option required to move onto the next phase of the tenderprocess: 80**

Points	Interpretation
0	Non-Responsive
1	Poor
2	Satisfactory
3	Good
4	Very good
5	Excellent

## **6. SUBMISSION REQUIREMENTS**

- Any service provider requiring clarification on any matter whatsoever, including questions relating to the specifications required of the service provider to perform this project or the tender and evaluation process must do so via e-mail and address such request to [Pkotu@landbank.co.za](mailto:Pkotu@landbank.co.za) (Prince Kotu)
- Proposals may be deposited in or couriered to the tender box at the reception area of Land Bank Head Office, 272 Lenchen Avenue, Building A First Floor, Lakefield Office Park, Die Hoeves, Centurion on or before **Monday, 25 March 2024, 11:00am**



### Annexure A

#### Vendor information sheet

SAP Registration number \_\_\_\_\_

1. Registration name of company \_\_\_\_\_

2. Company registration number \_\_\_\_\_

3. VAT number \_\_\_\_\_

4. Company details Street address Postal address

Building/complex \_\_\_\_\_ PO Box \_\_\_\_\_

Street name \_\_\_\_\_ City \_\_\_\_\_

Suburb \_\_\_\_\_ Code \_\_\_\_\_

City \_\_\_\_\_ Suburb \_\_\_\_\_

Code \_\_\_\_\_

Telephone no \_\_\_\_\_ Contact person \_\_\_\_\_

Fax no \_\_\_\_\_ Direct Tel \_\_\_\_\_

E-mail \_\_\_\_\_ Direct Fax \_\_\_\_\_

5. Payment terms \_\_\_\_\_

6. Payment must be made in (currency) \_\_\_\_\_

7. Bank detail Please attach banking details on an original letterhead signed by CEO/Director/s appearing on the letterhead.

Bank name \_\_\_\_\_ Branch \_\_\_\_\_

Type of account \_\_\_\_\_ (eg. Current account; Cheque account, Savings account, e.t.c)

Account number \_\_\_\_\_ Branch code \_\_\_\_\_

8. Contact person for Account queries Name Ms. Jeanette Raphalalani

Cell no \_\_\_\_\_ Tel no (+27 12) 686 0848

E-mail njraphala@landbank.co.za Fax no \_\_\_\_\_

9. How much is the company's annual turnover? : R \_\_\_\_\_

10. Share holding - (Please list Share holders with their % of share holding)

Title	Name	Identity number	Race	% share holding
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

11. Business indicator - mark with (X) in the bracket

HDP - Historically Disadvantaged Persons ( ) INT - International business ( )

EXB - Existing business ( ) JVB - Joint venture business ( )

12. Additional

List the commodities / service that you currently supply to Land Bank

Currently providing \_\_\_\_\_ Can provide \_\_\_\_\_

I the undersigned, confirm that the information provided on this vendor information sheet is accurate and contains no misrepresentations or omissions, and is based on current information known to me. I also undertake to immediately inform the Land Bank of any changes to the above furnished information. The Land Bank is hereby allowed to verify any of the details provided.

Name \_\_\_\_\_ Signature \_\_\_\_\_

Designation \_\_\_\_\_ Date \_\_\_\_\_

**FOR OFFICE USE ONLY (LAND BANK)**

Procurement Department

Name & Signature \_\_\_\_\_ Date: \_\_\_\_\_



**ANNEXURE B**  
**BIDDER'S DISCLOSURE**

**1. PURPOSE OF THE FORM**

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

**2. Bidder's declaration**

2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest<sup>1</sup> in the enterprise, employed by the state?

**YES/NO**

2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?

**YES/NO**

2.2.1 If so, furnish particulars:

.....  
.....

<sup>1</sup> the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.



2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?

**YES/NO**

2.3.1 If so, furnish particulars:

.....

.....

### **3 DECLARATION**

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

3.1 I have read and I understand the contents of this disclosure;

3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;

3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium<sup>2</sup> will not be construed as collusive bidding.

3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.

3.4 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.

3.5 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.

3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

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<sup>2</sup> Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.



I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....  
Signature

.....  
Date

.....  
Position

.....  
Name of bidder



## ANNEXURE C

### **CONVENTION OF INTEGRITY**

I, the undersigned,

\_\_\_\_\_  
(Full Names)

do hereby make oath and state as follows:

1. I am:
  - 1.1. an adult male/female aged \_\_\_\_\_;
  - 1.2. presently employed as/carrying on business as \_\_\_\_\_ situated at \_\_\_\_\_.
2. The facts stated herein are both true and correct and within my personal knowledge and belief unless otherwise stated.
3. I hereby confirm that:
  - 3.1. I am duly authorised to depose to this affidavit;
  - 3.2. neither myself nor anyone acting on behalf of the tenderer is, or will be, engaged in any Prohibited Practice as defined in 4 below in connection in respect of any tendering process or in the provision of services and/or goods;
  - 3.3. I will immediately inform Land bank of any instance of any such Prohibited Practice which comes to my attention and/or the attention of the tenderer and/or its employees or agents concerning the following:
    - 3.3.1. if any of the tenderer's directors, employees or agents has been convicted in any court for any offence involving a Prohibited Practice in connection with any tendering process and/or the provision of goods or services during the 5 (five) years immediately preceding the date of this affidavit; and/or
    - 3.3.2. if any of the tenderer's directors, employees or agents is dismissed or resigns from the tenderer's employment on grounds of being implicated in any Prohibited Practice.
  - 3.4. I will provide Land Bank with full details of such conviction, dismissal or resignation and the measures taken to ensure that neither the tenderer nor any of its directors, employees or agents commits any Prohibited Practice in future.
  - 3.5. In the event that the tenderer is awarded any business by land bank, the tenderer grants Land bank or its employees and/or agents the right of inspection of its records. The tenderer shall preserve such records in accordance with applicable law but in any case for at least 3 (three) years after conclusion of each transaction contemplated under the Request for Tender.
4. I acknowledge that for all purposes under this affidavit, the following terms and/or expressions



below shall bear the meanings set out hereunder:

- 4.1. "Corrupt Practice" means the offering, giving or promising of any improper advantage to influence the action of a Public Official, or the threatening of injury to his person, employment, property, rights or reputation, in connection with any procurement process or in the execution of any contract in order that any person may obtain or retain business improperly or obtain any other improper advantage in the conduct of business;
- 4.2. "Fraudulent Practice" means a dishonest statement or act of concealment which is intended to, or tends to, improperly influence the procurement process or the execution of a contract to the detriment or potential detriment of land bank or is designed to establish tender prices at non-competitive levels and/or to deprive land bank of the benefits of fair and open competition, and includes collusive practices (whether before or after tender submission) among tenderers or between a tenderer and a consultant or any employees or agents of Land bank;
- 4.3. "Public Official" means any person holding a legislative, administrative, managerial, political or judicial post in any country, or exercising any public function in any country or a director or employee of a public authority or of a legal person controlled by a public authority of any country, or a director or official of a public international organisation; and
- 4.4. "Prohibited Practice" means an act that is either a Corrupt Practice or a Fraudulent Practice.
5. I/We consent that Land Bank will process (by collecting, using, storing or otherwise dealing with) my/our personal information and that of third parties which I/we provide, for the purposes of providing services and products to me/us. The personal information will be processed in accordance with the requirements of the law. All personal information I/we provide to Land Bank is given voluntarily. However, if I/we withhold any personal information requested; withhold consent for or object to the processing of my/our personal information, this may result in Land Bank not establishing or continuing a relationship.

**DEPONENT**

Thus done and signed at \_\_\_\_\_ on this the \_\_\_\_\_ day of \_\_\_\_\_,

the Deponent having acknowledged that:

1. he/she knows and understands the contents of this declaration;
2. he/she has no objection to taking the prescribed oath; and
3. he/she considers the prescribed oath to be binding on his/her conscience.



Commissioner of Oaths Stamp

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**COMMISSIONER OF OATHS**

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**FULL NAMES**

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**CAPACITY**

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**BUSINESS ADDRESS**