



SOUTH AFRICAN BROADCASTING SABC SOC LIMITED  
("the SABC")

REQUEST FOR PROPOSAL (RFP)

RFP NUMBER: RFP/DTT/2024/10244589/17

RFP TITLE: APPOINTMENT OF A SERVICE PROVIDER TO PARTNER WITH SABC AND  
SUPPLY A DTH SOLUTION FOR A PERIOD OF FIVE (5) YEARS

EXPECTED TIMEFRAME

BID PROCESS	EXPECTED DATES
Bid Advertisement Date	11 July 2024
Bid Documents Available From	National Treasury's tender portal ( <a href="http://www.etenders.gov.za">http://www.etenders.gov.za</a> ) SABC Website ( <a href="http://www.sabc.co.za/sabc/tenders/">http://www.sabc.co.za/sabc/tenders/</a> )
Briefing Session Date & Time <i>The Bid Specification Committee (BSC) to make use of virtual Briefing sessions where Briefing Session is deemed necessary and cannot be avoided. See Annexure A (Guideline for Briefing Session) that the bidder needs to take note of</i>	<b>Compulsory Briefing Session</b> <b>Date: 18 July 2024 at 10H00 (SAST)</b> <b>Non-attendance will lead to disqualification</b>
Venue / Link for virtual Briefing Session	Microsoft Teams meeting Join on your computer or mobile app <b><u><a href="#">Join the meeting now</a></u></b> Meeting ID: 395 347 069 027 Passcode: gBvGcK
Questions and Answers	<b>25 July 2024 at 18H00 (SAST)</b>
Bid Closing Date and Time	<b>05 August 2024 AT 12H00 (SAST)</b>
Contact details	<a href="mailto:tenderqueries@sabc.co.za">tenderqueries@sabc.co.za</a>

The SABC retains the right to change the timeframe of this bid whenever necessary and for whatever reason it deems fit.

**BIDS DELIVERY**

SABC's Tender Box  
SABC Office  
Radio Park  
Henley Road; Auckland  
Johannesburg

During the COVID-19 pandemic, bidders may submit bids in the tender box or electronically until further notice. Refer to Document A for Conditions to be observed when bidding. All electronic bid submissions must be submitted using: [RFPSubmissions@sabc.co.za](mailto:RFPSubmissions@sabc.co.za)

Late Bid submissions will not be accepted for consideration by the SABC.

## 1. REQUIRED MANDATORY DOCUMENTS

### **NON-SUBMISSION OF THE MANDATORY DOCUMENTS WILL RESULT IN AUTOMATIC DISQUALIFICATION**

- 1.1 SARS "Pin" to validate supplier's tax matters
- 1.2 Original or Certified copy of Valid BBEE Certificate (from SANAS accredited Verification Agency)
- 1.3 All EME's and 51% black Owned QSE's are only required to obtain a **sworn affidavit** on an annual basis, confirming the following:
  - 3.3.1. Annual Total Revenue of R10 Million or less (EME) or Revenue between R10 Million and R50 Million for QSE
  - 3.3.2. Level of Black Ownership

#### **Note 1:**

**Verification Agencies and Auditors who are accredited by the IRBA (Independent Regulatory Board for Auditors) are no longer the 'approved regulatory bodies' for B-BBEE verification and therefore IRBA auditors are not allowed to issue B-BBEE certificates after 30 September 2016.**

#### **Note 2:**

**Any misrepresentation in terms of the above constitutes a criminal offence as set out in the B-BBEE act as amended and SABC shall reject the tender..**

- 1.4 Proof of Valid TV License Statement (Company's, Shareholders and all Directors'), or affidavit proving that company and/or officials are not in possession of TV licence. Verification will also be done by the SABC internally.
- 1.5 Certified copy of Company Registration Document that reflect Company Name, Registration number, date of registration and active Directors or Members.
- 1.6 Certified copy of Shareholders' certificates.
- 1.7 Certified copy of ID documents of the Directors or Members.
- 1.8 Last three years audited/reviewed financial statements OR the Companies Management Accounts.

**NB: NO CONTRACT WILL BE AWARDED TO ANY BIDDERS WHOSE TAX AND TV LICENCE MATTERS ARE NOT IN ORDER.**

**THE WINNING BIDDER IS REQUIRED TO MAINTAIN OR IMPROVE THE BEE LEVEL AT WHICH THE TENDER WAS AWARDED.**

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**RFP TITLE: Appointment of a service provider to partner with the SABC to supply a DTH integrated solution for a period of five (5) years.**

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## DOCUMENT A

### CONDITIONS TO BE OBSERVED WHEN BIDDING

#### 1.0 LODGING OF PROPOSALS

1.1 Bidders are required to complete and sign the RFP Document and initial all pages (including proposal and brochures).

##### 1.2.1. Tender box submission

Bids submitted in the tender box must adhere to the following:

- Bids must be submitted in one (1) original, two (2) copies of the original and 1 (one) soft copy (CD) or memory stick, by hand and be enclosed in a sealed envelope marked distinctly with the RFP number. All soft copies should be in PDF format and must contain proposal, all completed forms, and attachments. This envelope must indicate the Bid number and the name and delivery address of the Bidder.

##### 1.2.2. Electronic submission:

Bids submitted electronically must adhere to the following:

- The single point of entry is [tenderqueries@sabc.co.za](mailto:tenderqueries@sabc.co.za).
- Electronic submissions must be submitted in a PDF format that is protected from any modifications, deletions or additions.
- All electronic submissions must be prominently marked with the full details of the tender in the email subject line namely Bidder's Name, Tender No and Tender Title.
- Bidders are advised to email electronic submissions at least 60 minutes before the bid closing time to cater for any possible delay in transmission or receipt of the bid. The onus is on bidder to ensure that the bid is submitted on time via email
- Tender submission emails received after submission date and time will be declared late bid submissions and will not be accepted for consideration by SABC.

1.4 The SABC will not be responsible for any failure or delay in the email transmission or receipt of the email including but not limited to:

- Receipt of incomplete bid
- File size
- Delay in transmission or late receipt of the bid
- Failure of the Bidder to properly identify the bid
- Illegibility of the bid; or
- Security of the bid data.

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- 1.5 Bidders must ensure that bids are delivered timeously to the correct address. Bids not received in a specified manner, and by the specified time and date as set out in this RFP document will be rejected. The bid box is generally open 24 hours a day, 7 days a week.

## **2.0 COMPLIANCE WITH CONDITIONS OF PROPOSAL**

- 2.1 No alteration, amendment or variation of the submitted proposal post the closing date of this bid shall be permitted nor accepted..,

## **3.0 COMPLIANCE WITH TECHNICAL SPECIFICATIONS**

- 3.1 All bidders are required to submit bids in accordance with stipulated technical specification as indicated on this bid document. Failure to comply with the required technical specification will result in disqualification of the bid.

## **4.0 SCHEDULE OF QUANTITIES**

- 4.1 Bidders are required to submit a detailed Schedule of Quantities indicating how the bid amount is composed. This schedule shall contain itemised descriptions, quantities, and unit prices.

## **5.0 BID PRICES**

- 5.1 No change in the submitted bid prices shall be accepted and/or approved by the SABC after receipt and before award of this bid.
- 5.2 All prices are to be quoted in the Republic of South African Rand with VAT as a separate item.
- 5.3 All local suppliers quoting in foreign currency must convert the currency to Rands and indicate the exchange rate applicable.
- 5.4 The prices quoted should be inclusive of all costs needed to perform the specified services, not limited to, all kinds of local guarantee bonds, taxes and duties, customs, customs clearance, inland transportation, storage, unpacking, positioning, installation, integration and testing. The prices quoted should be inclusive of all costs for the duration of the project.
- 5.5 This bid document is not an offer to purchase, order or contract.
- 5.6 Prices must be fixed for the first year and shall, where applicable, be subject to an increase of not more than the applicable CPI.
- 5.7 Bid prices for supplies in respect of which installation/erection/assembly is a requirement, shall include ALL costs on a basis of delivery on site as specified.

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5.8 Any response submitted by a Bidder is subject to negotiation and review by the SABC.

## **6.0 SOURCE OF SERVICE AND MATERIAL**

6.1 In the case of equipment/goods, which are partially or completely designed and/or manufactured in the Republic of South Africa, Bidders shall state the local content percentage.

6.2 Documentation certifying the local content percentage shall be submitted.

## **7.0 ACCEPTANCE OF PROPOSALS**

7.1 The SABC does not bind itself to accept the lowest or any bid/proposal, nor shall it be responsible for or pay any expenses or losses which may be incurred by the Bidders in the preparation and delivery of its/his/her bid/proposal. The SABC reserves the right to accept a separate bid/proposal or separate bids/proposals for any one or more of the sections of a specification. The SABC also reserves the right to withdraw the bid at any stage.

7.2 No bid shall be deemed to have been accepted unless and until a formal contract/ letter of award is prepared and signed by SABC and the winning bidder.

7.3 The SABC reserves the right, should it deem it necessary, to monitor every stage of the contract to ensure:

- that the directors who were awarded the bid are in control of the company and/or that changes in directors does not affect delivery of the goods/services/work adversely;
- that, if there are changes in the control of the company, these should be brought to the attention of the SABC;
- that in the event that the bid or any part thereof is to be subcontracted to another company or organisation after the bid was awarded, the Bidder/s must immediately advise the SABC and the SABC shall approve same as it deems fit;
- successful delivery of the goods/services/works in terms of the contract, or timeous termination of the contract should such action be in the best interest of the SABC;
- audit the successful Bidder's contract from time to time.

7.4 This bid will remain valid 180 (one hundred and eighty) days from the date of bid closing.

## **8.0 DEFAULT BY BIDDERS**

8.1 If Bidders purport to withdraw their bid(s)/proposals within the period for which they have agreed that their bid/proposal shall remain open for acceptance, or fails to enter into a written contract when called upon to do so, or fails to accept an order in terms of the bid, the SABC may, without prejudice to any

other legal remedy which it may have, accept their bid(s) notwithstanding the purported withdrawal, or proceed to accept any other less favourable bid or call for bids afresh and may recover from the defaulting Bidders any additional expense it has incurred for the calling for new bids or the acceptance of any less favourable bid.

## **9.0 AMPLIFICATION OF PROPOSALS**

- 9.1 The SABC may, after the opening of bids, call on the Bidder to amplify in writing any matter which is not clear in the Bidder's submission and such amplification shall form part of the original bid.
- 9.2 In the event of the Bidders failing to supply such information within the specified timeframe, the bid will be liable to rejection.
- 9.3 The SABC reserves the right to:
- contact any Bidder during the evaluation process, in order to clarify any information, without informing any other Bidders. During the evaluation process, no change in the content of the bid shall be sought, offered or permitted;
  - cancel this bid at any time on the following conditions:
    - i) Change in business requirements of the Corporation.
    - ii) Budget unavailability
    - iii) Identified tender irregularity.
    - iv) Non- responsive bids

Should Bidder(s) be selected for further negotiations, they will be chosen on the basis of the greatest benefit to the SABC and not necessarily on the basis of the lowest costs.

## **10.0 IMPORT/EXPORT PERMITS**

- 10.1 Bidders are required to include complete information on equipment and/or components requiring export/import permits.

## **11.0 COST OF BIDDING**

- 11.1 The Bidder shall bear all costs and expenses associated with preparation and submission of its bid/proposal, and the SABC shall under no circumstances be responsible or liable for any such costs, regardless of, without limitation, the conduct or outcome of the bidding, evaluation, and selection process.

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## 12.0 COMMUNICATION

- 12.1 The SABC has provided a single point of entry for any questions or queries that the Bidder may have. All queries must be submitted in writing and directed to authorised contact person. **Unauthorised communication with any other personnel or member of staff of the SABC, with regard to this bid is strongly discouraged and will result in disqualification of the respective Bidder's bid/proposal submission.**
- 12.2 Should there be a difference of interpretation between the Bidder and SABC; SABC reserves the right to make a final ruling on such interpretation.
- 12.3 The closing time for clarification of queries is 3 (three) days before the deadline for bid/proposal submission. The Bidders should take note that questions together with responses will be sent to all Bidders who attended compulsory Briefing Session.

## 13.0 AUTHORISED CONTACT PERSONS

- 13.1 All enquiries in respect of this bid must be addressed to:

**Tender Office**  
SCM Division  
Radio Park Office Block  
Henley Road  
Auckland Park  
Johannesburg  
South Africa  
E-mail: [tenderqueries@sabc.co.za](mailto:tenderqueries@sabc.co.za)

## 14.0 BROAD-BASED ECONOMIC EMPOWERMENT

- 14.1 According to the 2013 B-BBEE Revised Code of Good Practice the Exempted Micro Enterprise (EME) is only required to produce a sworn affidavit signed by the Commissioner of Oaths as per the requirement in the Justice of Peace and Commissioners of Oaths Act, 1963 (Act No. 61 of 1963) or the Companies and Intellectual Property Commission ("CIPC") certificate on an annual basis.
- 14.2 Bidders other than EMEs must submit their original and valid B-BBEE status level verification certificate or a certified copy thereof, substantiating their B-BBEE rating issued by a Verification Agency accredited by SANAS.
- 14.3 Only South African Accreditation Systems (SANAS) is the authorised body to issue B-BBEE certificates
- 14.4 IRBA and Accounting Officers are **not** allowed to issue B-BBEE affidavit or certificates to EMEs and QSEs as it was under 2007 Codes
- 14.5 EME's and QSE's must submit an affidavit confirming that the entity's turnover is below R10 million

and percentage of black ownership to claim BBEE points

- 14.6 QSEs have to comply with all elements
- 14.7 Start-up enterprises are verified similar to EMEs, but can opt to be rated using the QSE and Generic Scorecard
- 14.8 QSE with at least 51% black ownership or above are only required to obtain a sworn affidavit on an annual basis with a confirmation of turnover and black ownership
- 14.9 A trust, consortium or joint venture, will qualify for points for their B-BBEE status level as a legal entity, provided that B-BBEE status level certificate under the consortium name is submitted.
- 14.10 A trust, consortium or joint venture will qualify for points for their B-BBEE status level as an unincorporated entity, provided that the entity submits their consolidated B-BBEE scorecard as if they were a group structure and that such a consolidated B-BBEE scorecard is prepared for every separate bid.
- 14.11 Tertiary institutions and public entities will be required to submit their B-BBEE status level certificates in terms of the specialized scorecard contained in the B-BBEE Codes of Good Practice.

A bidder will not be disqualified if they do not submit evidence to claim a specific goal, but rather they will score zero for specific goal/s if they did not provide evidence supporting the awarding of the points.

## **15.0 MISREPRESENTATION AND FRONTING IS PROHIBITED**

Fronting means a deliberate circumvention or attempted circumvention of the B-BBEE Act and the Codes. Fronting commonly involves reliance on data or claims of compliance based on misrepresentations of facts, whether made by the party claiming compliance or by any other person.

It is an offence to misrepresent or provide false information regarding a company's information or engaging in a fronting practice. If there is any contravention of some sought, the SABC may open a criminal and/or civil case/s against the bidder and its directors/members in terms of applicable legislation, and restrict the bidder & its directors/members from doing business with the SABC for a pre-determined period.

It is important to note that any proposal that does not conform fully to the instructions and requirements in this RFP will be disqualified.

Bids, which do not meet the technical requirements, will not be considered for further evaluation.

**END OF DOCUMENT**

**DOCUMENT B**

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## **GENERAL CONDITIONS OF PROPOSAL**

### **1.0 COMPLIANCE WITH COMPLETION OF PROPOSAL**

- 1.1 The bid forms should not be retyped or redrafted, but photocopies may be prepared and used.
- 1.2 Bid forms must be signed in the original form; in ink and forms with photocopied signatures or other such reproduction of signature will be rejected.
- 1.3 Should bid forms not be filled in by means of mechanical devices, for example typewriters, ink, preferably black, must be used to fill in bid.
- 1.4 Bidders shall check the numbers of the pages and satisfy themselves that none are missing or duplicated. No liability shall be accepted in regard to claims arising from the fact that pages are missing or duplicated. Incomplete bids will result in disqualification.

### **2.0 COMPLIANCE WITH TECHNICAL SPECIFICATIONS**

- 2.1 Unless a departure is clearly stated by the Bidder at the time of bidding, the works shall be taken as complying in detail with the Technical Specifications, and the Bidder shall be held liable on all the terms and conditions of the contract as if this bid contained no departures. Technical specifications contained in any brochures, or any other descriptions submitted shall apply for acceptance test purposes.

### **3.0 WARRANTY**

- 3.1 If there are any defects arising from failure of goods to meet the specifications within the period specified in the contract, the Bidder shall replace the defective items at his expense or shall refund the SABC such costs as the SABC may incur in replacing such defective item. The Bidder shall also bear the cost of transporting replaced/repared items to the place of destination.

### **4.0 INSPECTION**

- 4.1 The Bidder shall permit and assist the SABC's representatives in carrying out any inspections that are called for in the proposal or specifications.

### **5.0 PACKAGING**

- 5.1 Goods purchased on this bid must be adequately protected and securely packaged during shipment and until delivery at the destination.
- 5.2 Goods must be clearly marked with the Bidder's name, description of contents and the SABC's order number and delivery address.

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## **6.0 RISK**

- 6.1 The Bidder will be responsible for losses that SABC incurred due to Bidder's negligence or intention and Bidder must provide Liability Insurance. This will be a condition of contract.

## **7.0 DELIVERY**

- 7.1 Delivery will be to the Stores of the SABC Auckland Park, Johannesburg, Republic of South Africa. The contractual delivery date must be strictly complied with and each delivery must be preceded or accompanied by delivery note. If delivery does not take place within the period stipulated, the SABC may cancel the contract concluded with the bidder without further notice to the Bidder and with immediate effect without prejudice to any other course of action available to the SABC to recover any damages out of such delay. Receipt of the goods by the SABC will not be regarded as acceptance thereof until the goods have been accepted, and tested in compliance with the Technical Specifications.

## **8.0 PAYMENT**

- 8.1 Payment, in currency other than South African Rand, will be made by means of a telegraphic or wired bank transfer.

The Bidder must provide:

- Name and address of their bank.
- Company account number to be credited.
- Sort/swift code of bank.

- 8.2 The SABC's standard payment terms are 30 days from date of Invoice.

## **9.0 ASSIGNMENT OF CONTRACT**

- 9.1 The Bidder shall not have the right to cede any right or delegate any obligation in terms of this contract to any third party unless with the prior written approval of the SABC.

## **10.0 PROPOSALS ARE CONSIDERED TO BE BINDING ON THE BIDDERS**

- 10.1 Representations made in the bid/proposal, including claims made in respect of commitments to dates of delivery, shall be considered binding on the Bidder on acceptance of the bid/proposal by the SABC and same will be form part of the contract to be concluded, unless specifically noted by the Bidder in the bid/proposal that same maybe subject to change;

## **11.0 COMPLIANCE WITH SABC POLICIES**

- 11.1. SABC will not procure any goods, services, works or content from any employee or employee-owned business, to ensure that suppliers competing for the SABC's business have confidence in the integrity of SABC's selection process.

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- 11.2. SABC will not procure any goods, services, works or content from any SABC Independent Contractor or Independent Contractor-owned business, to ensure that suppliers competing for the SABC's business have confidence in the integrity of SABC's selection process.
  - 11.3. No former employees, SABC's Non-Executive members and Independent Contractors will be awarded contracts with the SABC within 24 months after resigning from SABC employment or not being engaged with the SABC.
  - 11.4. Should former employees, SABC's Non-Executive members and Independent Contractors resign from the employment of the SABC or not being engaged with the SABC and become directors of other businesses bidding with SABC, such bid will not be considered until the cooling off period of two years has expired.
  - 11.5. "The SABC has a zero tolerance to theft, fraud and corruption. Such activities will be investigated and stringent action institutes such as laying of criminal charges or even removal from the SABC database of service providers. Should you suspect or become aware of any suspicious acts of fraud, theft or corruption involving SABC employees or other suppliers rendering services to the SABC, contact the SABC whistle blower's hotline at "0800 372 831"

## **12.0 FAILURE TO COMPLY WITH THESE CONDITIONS**

- 12.1 These conditions form part of the bid and failure to comply therewith will invalidate a bid.

## **13.0 RFP SCHEDULE**

- 13.1 Bidders will be contacted as soon as practicable with a status update. At this time, short-listed Bidder/s may be asked to meet with SABC representatives. Bidders should provide a list of persons and their contact details who are mandated to negotiate on behalf of their company.

## **14.0 ADDITIONAL NOTES**

- 14.1 All returnable documents as indicated in the bid form must be returned with the response.
- 14.2 Changes by the Bidder to his/her submission shall not be permitted after the closing date.
- 14.3 The person or persons signing the bids must be legally authorized by the Bidder to do so. A list of the person(s) authorized to negotiate on your behalf must be submitted along with the bid.
- 14.4 SABC reserves the right to undertake post-bid negotiations with the preferred Bidder or any number of short-listed Bidders.

**FAILURE TO OBSERVE ANY OF THE ABOVE-MENTIONED REQUIREMENTS WILL RESULT IN THE BID BEING DISQUALIFIED.**

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**15.0 DISCLAIMERS**

- 15.1 Bidders are hereby advised that the SABC is not committed to any course of action as a result of its issuance of this BID and/or its receipt of a bid in response to it. In particular, please note that the SABC may:
- 15.2 change all services on bid and to have Supplier re-bid on any changes.
- 15.3 reject any bid which does not conform to instructions and specifications issued herein
- 15.4 disqualify bids after the stated submission deadline
- 15.5 not necessarily accept the lowest priced bid
- 15.6 reject all bids, if it so deem fit
- 15.7 award a contract in connection with this bid at any time
- 15.8 make no award of a contract.

Kindly note that SABC will not reimburse any Bidder for any preparation costs or other work performed in connection with this bid, whether or not the Bidder is awarded a contract.

**END OF DOCUMENT B**

**DOCUMENT C**

**QUESTIONNAIRE TO BE COMPLETED WHEN BIDDING**

If the information required in respect of each item cannot be inserted in the space provided, additional information may be provided on a separate sheet of paper with a suitable reference to the questionnaire number concerned.

<b>1. Company's Treasury CSD unique registration reference number.</b>	
<b>2. Have your company been issued with a SARS Compliance Status PIN.</b>	
<b>3. If yes, please provide PIN number. The provision of the PIN will be construed as your permission to SABC Procurement to access your tax status on-line.</b>	
<b>4. Are you registered in terms of section 23(1) or 23(3) of the Value-added Tax Act, 1991 (Act 89 of 1991)?</b>	
<b>5. If so, state your VAT registration number and original current tax clearance certificate to be submitted</b>	
<b>6. Are the prices quoted fixed for the full period of contract?</b>	
<b>7. Is the delivery period stated in the bid firm?</b>	
<b>8. What is the address in the Republic of South Africa where an item of the type offered by you may be inspected preferably under working conditions? (Where Applicable)</b>	
<b>9. What is the approximate value of stock in the Republic of South Africa for this particular item? (If required).</b>	
<b>10. Where are the stock held?</b>	
<b>11. What facilities exist for servicing the items</b>	



offered?	
12. Where are these facilities available?	
13. What are the names and addresses of the factories/suppliers where the supplies will be manufactured and may be inspected, if required?	

\*

**ALSO INDICATE WHICHEVER IS NOT APPLICABLE**

**END OF DOCUMENT C**



**DOCUMENT D  
SBD-4  
DECLARATION OF INTEREST**

1.0 Any legal person, including persons employed by the state, or persons having a kinship with persons employed by the state, including a blood relationship, may make an offer or offers in terms of this invitation to bid (includes a price quotation, advertised competitive bid, limited bid or proposal). In view of possible allegations of favouritism, should the resulting bid, or part thereof, be awarded to persons employed by the state, 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 where-

- the bidder is employed by the state; and/or
- 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.

2.0 In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.

2.1 Full Name of bidder or his or her representative:

.....

2.2 Identity Number: .....

2.3 Position occupied in the Company (director, trustee, shareholder<sup>2</sup>):

.....

2.4 Company Registration Number: .....

2.5 Tax Reference Number: .....

2.6 VAT Registration Number: .....

2.6.1. The names of all directors / trustees / shareholders / members, their individual identity numbers, tax reference numbers and, if applicable, employee / personnel numbers must be indicated in paragraph 3 below.

<sup>1</sup>“State” means –

- a. any national or provincial department, national or provincial public entity or constitutional institution within the meaning of the Public Finance Management Act, 1999 (Act No. 1 of 1999)
- b. any municipality or municipal entity;
- c. provincial legislature;
- d. national Assembly or the national Council of provinces; or
- e. Parliament.



2"Shareholder" means a person who owns shares in the company and is actively involved in the management of the enterprise or business and exercises control over the enterprise.

2.7 Are you or any person connected with the bidder presently employed by the state? **YES / NO**

2.7.1 If so, furnish the following particulars:

Name of person / director / trustee / shareholder/ member:

.....

Name of state institution at which you or the person connected to the bidder is employed

.....

Position occupied in the state institution:

.....

Any other particulars:

.....

.....

.....

2.7.2 If you are presently employed by the state, did you obtain **YES/NO** the appropriate authority to undertake remunerative work outside employment in the state?

2.7.2.1 If yes, did you attached proof of such authority to the bid **YES / NO**

(Note: Failure to submit proof of such authority, where applicable, may result in the disqualification of the bid).

2.7.2.2 If no, furnish reasons for non-submission of such proof:

.....

.....

.....

2.8 Did you or your spouse, or any of the company's directors / trustees / shareholders / members or their spouses conduct business with the state in the previous twelve months? **YES /NO**

2.8.1 If so, furnish particulars:

.....



.....  
.....  
.....

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

2.9.1 If so, furnish particulars.

.....  
.....  
.....

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

2.10.1 If so, furnish particulars.

.....  
.....  
.....

2.11 Do you or any of the directors / trustees / shareholders / members of the company have any interest in any other related companies whether or not they are bidding for this contract? **YES/NO**

2.11.1 If so, furnish particulars:

.....  
.....

**3.0 Full details of directors / trustees / members / shareholders.**

Full Name	Identity Number	Personal Tax Reference Number	State Employee Number / Pers. Number




**4.0 DECLARATION**

I, THE UNDERSIGNED (NAME)

.....

CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 2 and 3 ABOVE IS CORRECT. I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 23 OF THE GENERAL CONDITIONS OF CONTRACT SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....  
Signature

.....  
Date

.....  
Position

.....  
Name of bidder

**END OF DOCUMENT D**

**DOCUMENT E**

**TECHNICAL SPECIFICATION**

**APPOINTMENT OF A SERVICE PROVIDER TO PARTNER WITH SABC AND SUPPLY A DTH SOLUTION FOR A PERIOD OF FIVE (5) YEARS**

**1. Glossary:**

<b>Term</b>	<b>Description</b>
<b>ASO</b>	Analogue Switch Off – National switch off of all the analogue transmitters
<b>BAN</b>	Broadcast Access Network
<b>BDM</b>	Broadcast Digital Migration
<b>BRD</b>	Business Requirements Document
<b>CAS</b>	Conditional Access System
<b>CAT</b>	Conditional Access Table
<b>C/N</b>	Carrier – to – Noise Ratio
<b>CRC</b>	Cyclic Redundancy Check
<b>dB</b>	Decibel
<b>DCDT</b>	Department of Communications and Digital Technologies

<b>DTH</b>	Direct to Home
<b>DTT</b>	Digital Terrestrial Television
<b>DVB</b>	Digital Video Broadcasting
<b>DVB-S2</b>	Digital Video Broadcasting – Second Generation Satellite Broadcasting
<b>DVMS</b>	Digital Video Monitoring System
<b>EPE</b>	Engineering, Planning and Execution
<b>EPG</b>	Electronic Program Guide
<b>FEC</b>	Forward Error Correction
<b>FTA</b>	Free-to-Air
<b>GPS</b>	Global Positioning System
<b>HE</b>	Head-end
<b>HEVC</b>	High Efficiency Video Coding (H265)
<b>HD</b>	High-definition video content
<b>ICASA</b>	Independent Communication Authority of South Africa
<b>IT</b>	SABC Information Technology
<b>ITU</b>	International Telecommunications Union
<b>ISO</b>	International Organisation for Standardisation
<b>LNB</b>	Low Noise Block
<b>MCR</b>	Main Control Room
<b>MPEG-4</b>	Moving Picture Expert Group Layer 4 (H264)
<b>MUX</b>	Multiplexer
<b>NMS</b>	Network Management System
<b>NMX</b>	Harmonic Digital Service Manager
<b>OTA</b>	“Over the Air” software upgrades for the STBs
<b>PVR</b>	Personal Video Recording
<b>QAM</b>	Quadrature Amplitude Modulation
<b>QoS</b>	Quality of Service
<b>RF</b>	Radio Frequency
<b>RMC</b>	Radio Main Control
<b>Satellite</b>	an artificial body placed in orbit round the earth to aid communications
<b>Satellite uplink</b>	RF equipment, on earth, that allows SABC content to be delivered to the satellite
<b>SD</b>	Standard Definition video
<b>SDT</b>	Service Description Table
<b>SI</b>	Service Information
<b>SLA</b>	Service Level Agreement
<b>SMS</b>	Short Message System
<b>SNR</b>	Signal to Noise Ratio
<b>SSU</b>	System Software Upgrade
<b>STB</b>	Set Top Box
<b>TDT</b>	Time and Date Table
<b>TS</b>	Transport Stream
<b>UPS</b>	Uninterrupted Power Supply
<b>USAASA</b>	Universal Service and Access Agency of South Africa
<b>USSD</b>	Unstructured Supplementary Service Data
<b>VE</b>	Video Entertainment
<b>VPN</b>	Virtual Private Network

## 2. Definitions and Interpretation:

Term	Definition
<b>Analogue Switch Off</b>	the phased switch off analogue TV transmitters as gazetted by the minister DCDT. Currently the set date for ASO is 31st December 2024
<b>ARB</b>	Advertising Regulatory Board of South Africa
<b>ATV</b>	Analogue Terrestrial Television
<b>BCCSA</b>	Broadcasting Complaints Commission of South Africa
<b>Broadcasting</b>	has the meaning ascribed to it in the Electronic Communications Act, 2005
<b>Broadcasting License</b>	means a broadcasting service license as defined in section 1 of the ECA
<b>Broadcasting Service</b>	means a broadcasting service as defined in section 1 of the ECA
<b>Broadcasting Signal Distribution Licensee</b>	means a broadcasting signal distribution licensee as defined in section 1 of the ECA
<b>CA</b>	Conditional Access or Conditional Access System being the protection of content by requiring certain criteria to be met before granting access to this content
<b>Catch-up</b>	means functionality in terms of which specific programmes are offered in a de-linearized manner through a separate catch-up section of the Service, for a limited period
<b>Content</b>	means the audio and/or the visual material making up the individual programmes
<b>Digital Migration</b>	means the process in terms of which the terrestrial devices and facilities or part thereof cease to be rendered using analogue signals and related equipment and shall, subject to a transitional period of dual illumination, instead be rendered using digital signals and related equipment.
<b>Disruptive Incident</b>	means an anticipated event that interrupts normal signal distribution functions, operations, or processes (e.g., hurricane, political unrest, terror attack, or earthquake)
<b>Distribution Network</b>	means the transmission of content from SABC's studios to South African homes
<b>DTH</b>	means the broadcast of TV and Radio content direct to home via satellite transmission
<b>End User/s</b>	means a customer who uses the DTH Platform
<b>EPG and IPG</b>	means Electronic Program Guides (EPGs) and Interactive Program Guides (IPGs) respectively. They are menubased systems that provide users of television, radio and other media applications with continuously updated menus displaying broadcast programming or

	scheduling information for current and upcoming programming
<b>EPG Metadata</b>	means the electronic programme guide metadata or synopsis information in relation to the Channels and/or Content provided by SABC
<b>Free to Air</b>	means the televisions services offered to End Users, via satellite television; free of charge
<b>ECA</b>	means the Electronic Communications Act 36 of 2005
<b>FM</b>	means frequency modulation Broadcasting Service for radio distribution
<b>ICASA</b>	means the Independent Communications Authority of South Africa established in terms of section 3 of the Independent Communications Authority Act of South Africa Act 13 of 2000 and its successor regulatory bodies
<b>Internet Protocol (IP)</b>	which is the set of rules governing the format of data sent via the internet or local network.
<b>Intellectual Property</b>	means any and all rights, title and interest in intellectual property (whether registered or not), including, past and future copyright, related rights, patents, utility models, trademarks, trade names, service marks, designs, databases, semiconductor topography, know-how, trade secrets and inventions (whether patentable or not), goodwill and all other identical or similar intellectual property as may exist anywhere in the world and any applications for registration of such intellectual property.
<b>“NPVR” or “PVR”</b>	means Network-Based Personal Video Recording or Personal Video Recording, as the case may be; a functionality and/or device enabling television content to be recorded digitally for later playback
<b>POPIA</b>	means the Protection of Personal Information Act No 4 of 2013, as amended
<b>QoS</b>	means Quality of Service
<b>Regulator</b>	means the Independent Communications Authority of South Africa
<b>SABC</b>	means The South African Broadcasting Corporation SOC Limited, registration number 2003/023915/30, a state-owned company registered in terms of the company laws of the Republic of South Africa; and constituted in terms of the Broadcasting Act, No. 4 of 1999, as amended.
<b>SABC Head End</b>	means the infrastructure/equipment/technology and/or technological platform from which the SABC broadcasts the Channels and Content in preparation for distribution to DTH Platform
<b>Set Top Boxes (STBs)</b>	means the Hybrid DTH + Android TV STB and/or the DTH S2 STB

<b>SLA</b>	means the Service Level Agreement annexed hereto
<b>Streaming</b>	means the distribution of content over the internet and “Stream”
<b>Territory</b>	means the geographical area of the Republic of South Africa, as constituted from time to time
<b>TV Everywhere</b>	means the ability for End Users to access Content through internet-based services and or mobile telephony applications, either live or on demand
<b>Video on Demand</b>	means the services of availing certain content for selection and viewing, via internet streaming

## 1 INTRODUCTION AND BACKGROUND

The South African broadcasting landscape has gone through major changes since the publishing of the BDM policy in 2008. The BDM policy promoted DTT as the primary solution for digital migration and DTH as a gap filler for households outside the DTT coverage areas. Today, however, a cursory study of reception devices at most households, even those in less privileged neighbourhoods, will reveal that there has been a much larger uptake of the DTH satellite platform.

The President of the Republic of South Africa, President Matamela Cyril Ramaphosa, stated during the State of the Nation Address (SONA) on 11 February 2021 that all analogue Television (TV) were to be switched over to digital TV by the end of March 2022, this date was later revised to the final analogue switch-off date of the 31 December 2024. The intent of the switch off, of all Analogue Television (ATV) transmitters, is to enable the telecommunication network operators to decongest the networks with the deployment of 4G and 5G networks.

The ASO project has been hamstrung by the slow progress of registering indigent households as well as the procuring, manufacturing and installation of the much-needed set-top boxes. As a result, millions of South Africans have been deprived of their right to access broadcast Television.

The slow progress of the ASO project has had a material impact on the SABC’s finances as it resulted with a loss of audiences, in the ASO affected provinces, and a drop in revenue generation for the organisation.

DTT, in its current form, is very limiting for the SABC and will not allow the organisation to grow the number of channels or be in control of it’s destiny. The SABC has switched off 198 ATV transmitters and 83 mux 1 only DTT transmitters. Currently DTT can only carries six SABC TV channels: this is a very weak value proposition in a highly contested broadcast environment with most platforms easily offering upwards of 10 channels.

The delays of rolling out DTT as well as its mute value proposition, has allowed incumbent and new DTH providers to overtake the BDM process and solidify their base on the broadcasting landscape.

The SABC, in establishing a DTH platform, wants to mitigate this devastating effect of ASO, on our audiences, whilst enhancing the broadcasting landscape and delivering on its digital transformational journey.

The establishment of a integrated Free To Air DTH platform will enable the SABC to be in control of its destiny, position the SABC as a content aggregator, add additional TV channels to

its bouquet, consolidate audiences through a single platform and deliver on its objective of providing varied programming.

**3. The SABC functions with the following existing systems that needs to be integrated with the DTH solution:**

- Head end: Harmonic Spectra & Media Grid system
- TV Playout Automation: Pebble Beach Marina
- Radio Production and Playout System: Radio SCISYS diral
- Scheduling system: IBMS (also referred to as TVBMS in this document) & Landmark Systems
- The Newsroom Computer System (NRCS) with enabled MOS integrations
- The Branding and Graphics Playout system with enabled MOS integrations
- The News Production System (NPS) - News (Live) Media Production System with enabled MOS integrations
- Microsoft SharePoint
- ERP/SAP Solution
- Polistream (WinCAPS Qu4ntum) - Close Captioning Solution

## 2 SCOPE OF WORK

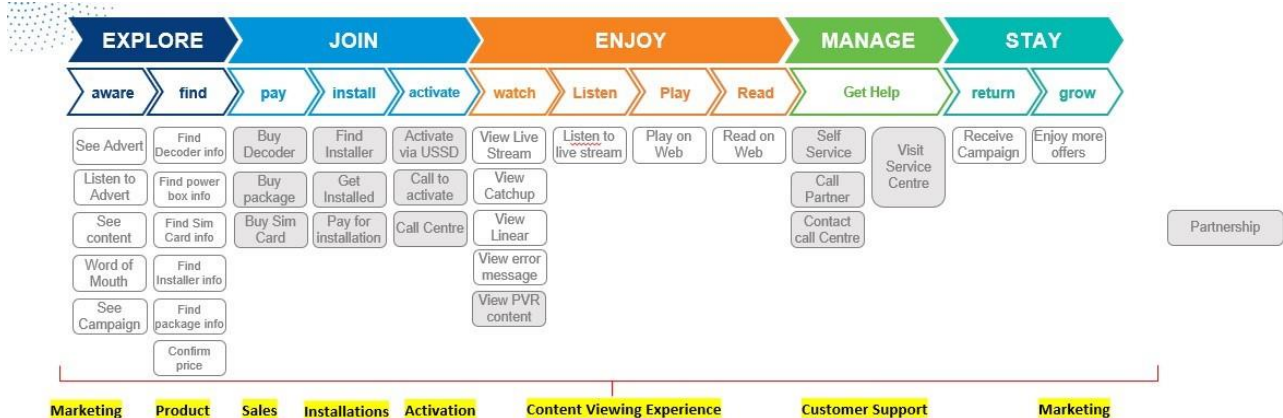
The main goal of this project is to procure and develop an integrated DTH solution to mitigate the expected loss of audiences due to the impending Analog Switch Off on the 31st of December 2024 as Gazetted by the minister DCDT. This document outlines the Business requirements that the SABC needs to meet and fulfil to effectively implement this solution.

The SABC VE (Video Entertainment) department is responsible for managing and reporting of all Programme and Video Content for the corporation. The SABC VE Department requires a solution to assist in retaining Audiences who are at risk of being lost due to the SABC Analog Switch Off by providing the below DTH functions.

SABC is looking to partner with a service provider for a turnkey solution that will include: The uplinking of content to the preferred DTH satellite platform, procurement and manufacturing of STBs, distribution of STBs to retailers as well as a after sales service (call centre) at no cost to the SABC. This partnership will be for a period of five (05) years.

The SABC invites potential bidder to enter into a revenue share partnership where the SABC will provide access to diverse audiences, investing in content and marketing on the SABC platforms. The bidder is expected to cover the capital/cost of the turnkey solution. The bidder will propose the revenue share model to the SABC for consideration.

## 2.1 Customer Journey



### Phase 1 - Establish an “Always On” DTH Solution as per envisaged DTH road map

- Allow access to Free to Air SABC content, all over South Africa, regardless of whether audiences have broadband connectivity.
- A robust platform that ensures uninterrupted viewing on a 24/7 basis.
- Backup equipment and redundancies for the satellite uplink.
- Business continuity imperatives and strategies.
- Where broadband is available, the solution must allow integration with existing SABC digital platforms to ensure a multichannel multiplatform home for SA TV viewers.
- Branding and marketing of the new platform.
- Sales strategy to monetize the new platform.
- Implement a distribution model for the movement of STBs from the manufacturers to the households (installation).
- Accommodation of 3rd party content (Aggregation).
- Aftermarket support call centre.
- New channels and content strategy.
- SLA (Service Level Agreement) with STB manufacturer.
- Aftermarket sales strategy (STB repairs and swap outs).
- Two STB options, one entry level STB (Satellite access only) and one STB with enhanced features (hybrid solution with internet connectivity).

## 3 FUNCTIONAL REQUIREMENTS

An always on DTH solution that will function 24/7 throughout the term of the contract (5 years)

### 3.1 DTH solution should provide the following:

- Audiences must be able to access SABC content regardless of where they reside in South Africa.
  - Satellite reception is much larger than terrestrial transmission towers and covers the entire country provided the satellite dish has clear line of site to the satellite.
- Audiences must be able to access SABC content where there is no broadband connection.

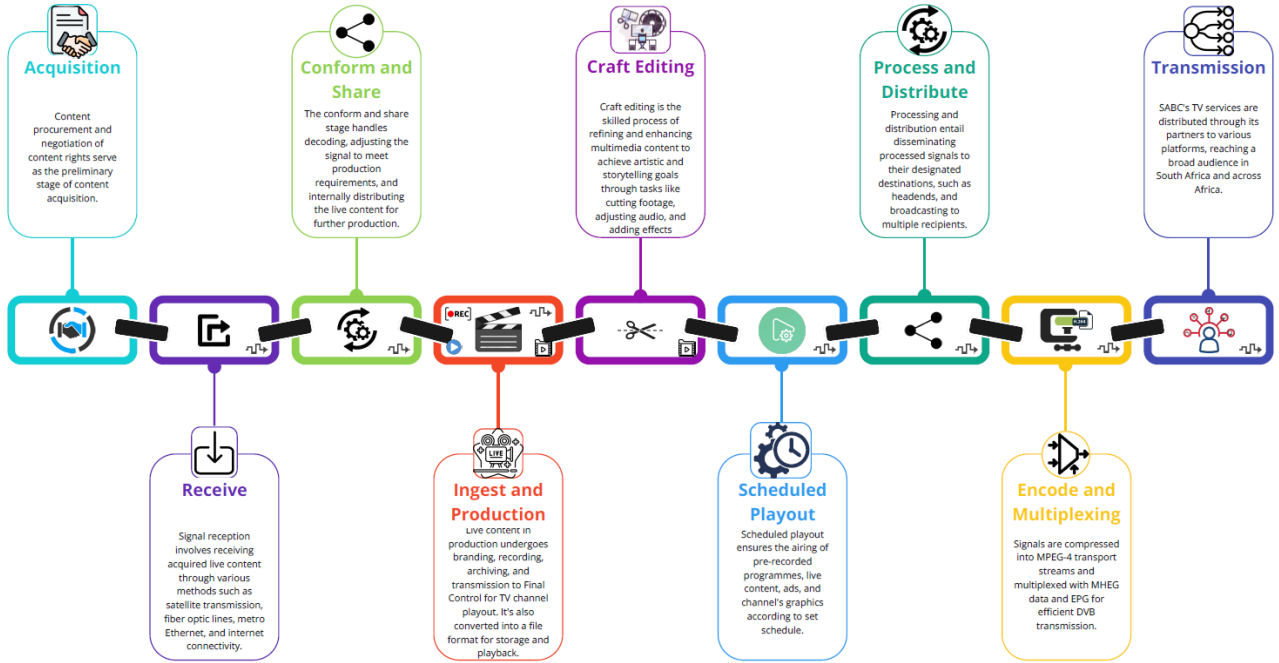
- Satellite reception is not dependent on broadband connection for viewing linear content and channel surfing.
- Where broadband is available, the solution must allow integration with existing SABC digital platforms to ensure a multichannel multiplatform home for SA TV viewers.
  - This will create a return path for the hybrid box thus availing all the OTT benefits to the customers.
  - Allowing the SABC to access audience data to enhance the TV and radio offerings.
- Access to all existing SABC Linear TV and radio services,
  - Channels - SABC News, SABC 1, SABC 2, SABC 3, Lehae, Sport, Education, Entertainment, Encore, 3 x 3rd Party Channels, and Barker Channel (landing page) (mostly used for marketing and promotional sales purposes like channel 100 on DSTV)
  - All 19 radio stations
- Allow for future expansion of SABC services.
  - Extra Satellite capacity to cater for future content expansion strategies.
  - Easy setup for Pop-up channels for TV and radio
- Seamless integration with existing SABC equipment (headend) to meet the platform's requirements.
  - All satellite uplink equipment is compatible with the existing SABC headend equipment.
  - Hardware
  - Software
  - Licensing
- Encryption / Anti-Piracy services for content protection
- Conditional access for Geolocation blocking for rights protected content (Ensure that the content is only available within the borders of South Africa unless otherwise specified by licensing agreements with external partners).
- Catch-Up TV: This service will enable the SABC to make content available for viewers to watch after it has been transmitted on the linear channel based on the agreed rights for it. (7 Day Catch-up Service – The catch-up service will be applicable to all content with the appropriate rights for a 7-day period) (Possibly Phase 2)
- Ability to receive and display live EPG schedule in line with DVB standards.
- Easy to use User Registration Process, capturing key data (such as name, address and mobile number, demographics) that the SABC requires to enhance customer relationship management and to improve the knowledge of the SABC audience. And provide data analytics of the users' content preferences.
- Broadcast Governance Requirements: The SABC is a responsible corporate citizen and adheres to all the laws of the Republic. The systems or solutions utilized by the public broadcaster cannot contravene any of the following legislations:
  - Compliance with ICASA with regards to content geo-blocked where indicated by the SABC
  - POPI Act
  - Copyright Act
  - National Archives Act

### **3.2 BROADCAST VALUE CHAIN**

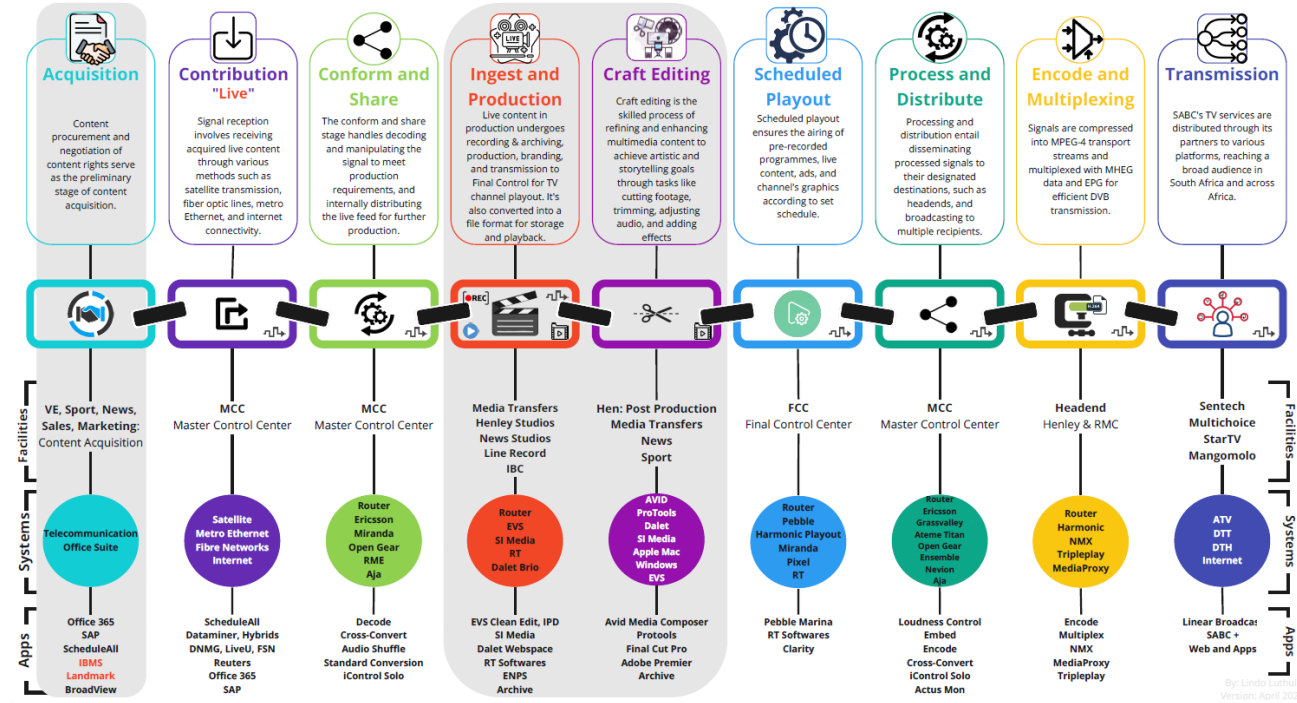
- The required DTH solution needs to be a 360-degree multimedia digital solution that can integrate seamlessly with the current SABC infrastructure.



**Broadcast Value Chain - Live Feed Journey Overview**



**Broadcast Value Chain - Live Feed Journey | Systems & Applications**



**3.3 Preferred Satellite transponder**

The SABC seeks residency for its DTH Platform on the IS20 Satellite with a proven market penetration in South Africa of over 11.5 million households.

6128

The current Sentech, Multichoice and Openview platforms have established an active community of over 11 million households connected to the IS20 DTH space with an extensive and well-established ecosystem of service providers and installers.

The SABC requires a 36MHz Ku-band transponder, on Intelsat's IS 20 satellite, to enable the SABC to introduce additional TV services.

### **3.4 UPLINK PROVIDER SPECIFICATIONS**

The satellite uplink provider will transmit a modulated multiplex signal carrying all SABC content in keeping with DVB standards and honour the following requirements:

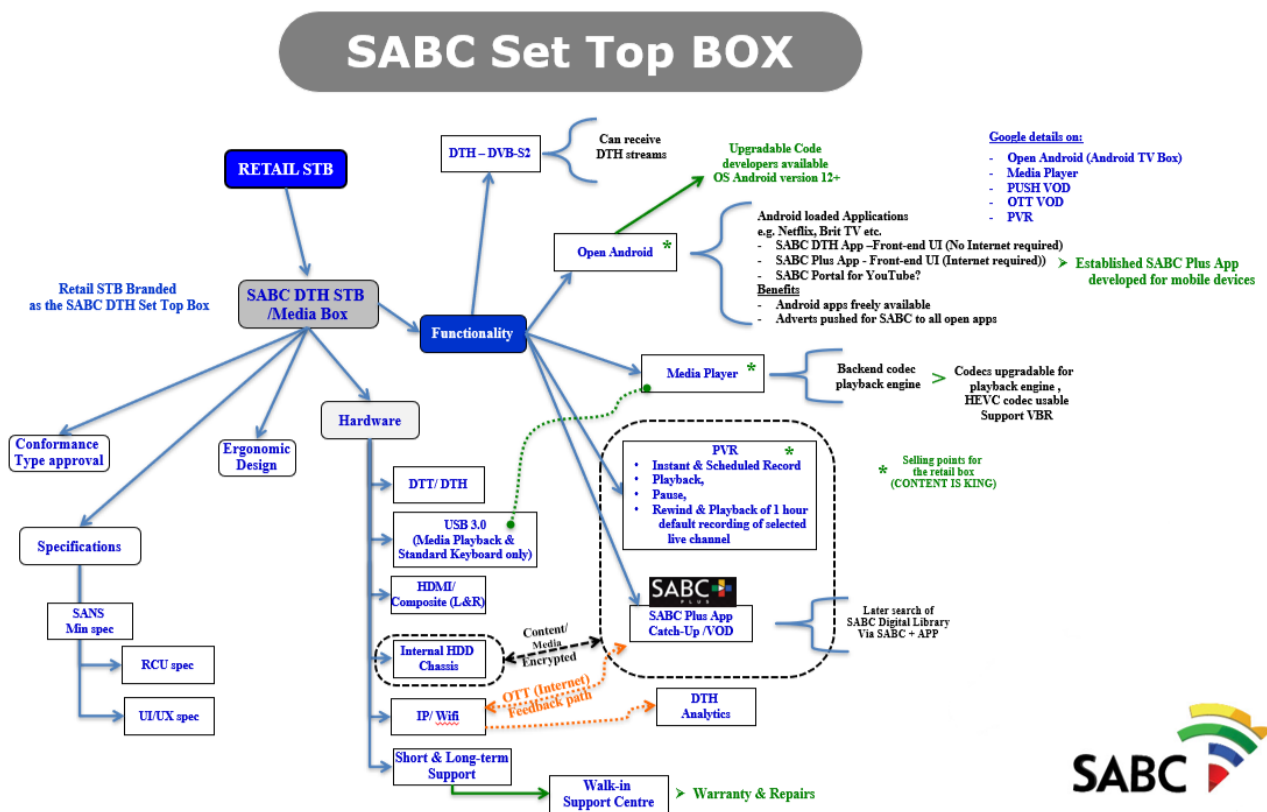
- Fetch content from the SABC in a format specified by the SABC.
- Be able to receive DVB compliant Transport Streams.
- Ensure that the termination equipment integrates seamlessly with the specifications of the existing SABC Headend equipment.
- Transmit a DVB S2 signal in compliance with the [ETSI](#) (EN 302307) standard
- Comply with specifications as set out in the SANS 1719.
- Must be licensed to provide satellite uplink services through ICASA.
- Must have the required Ku-band satellite transponder space on the preferred satellite: Intelsat IS 20 at 68.5 degrees East.
- Provide the necessary backup satellite equipment to ensure business continuity.
- Provide monitoring, alarming, and automatic switching between the primary and secondary feeds as per DVB specifications.
- Generate DTH streams for transmission via DVB-S2 for DTH reception.
- Transmit DVB-S2 in accordance with ETSI EN 302 307
- Encrypt the previously mentioned streams on KU band for distribution via satellite.
- Extract EPG and metadata from the TS to make it available via satellite to the STBs.
- Ensure backward compatibility to existing STBs, as provided by the BDM project.

### **3.5 Set-Top-Box Regime**

Whilst the government will endeavour to supply STBs, as per the BDM project, for the indigent/subsidised households, an affordable, Free to air, multi-channel platform will enhance the availability of services to the missing middle.

- This presents two opportunities for the SABC:
  - Migration and retention of current viewers on a SABC digital platform.
  - Capturing and converting potential viewers who will be looking for an alternative Free To Air platform.

### 3.5.1 Example of features for enhanced STB



The requirements demand a SABC Multi-service Box with the following:

- Allow for easy connection to existing broadband network via Wi-Fi or cable connection.
- Allow for easy setup and configuration of the box via USSD for customers without smart phones.

SABC Multi-service Box Technical Specifications (both entry level and enhanced STBs):

- Meet SANS 1719 specifications.
- Receive a DVB S2 modulated signal – DVB-S2 Tuner; Receive DVB-S2 in accordance with ETSI EN 302 307.
  - QAM 16 modulation.
  - Receive QPSK and 8PSK waveforms.
  - RF Input connector is 75 Ω F-Type Female, in accordance with IEC 61169-2 and IEC 61169-29.
  - Provide the minimum return loss of 8 dB.

- Input frequency range 950 MHz to 2 150 MHz and Maximum digital signal input level -25 dBm.
- Out-of-band local oscillator leakage: Less than 40 dBμV (QPSK 5 MBaud to 30 MBaud, 8PSK 5 MBaud to 45 MBaud).
- In-Band local oscillator leakage: less than -70 dBm (QPSK 5 MBaud to 30 MBaud, 8PSK 5 MBaud to 45 MBaud).
- Support HE ACC or MPEG1 layer2 audio.
- Support MPEG-2, MPEG-4/H.264, HEVC/H.265.
- 4K video support with backward compatible to HD (High Definition) and SD (Standard Definition) in DVB compliant formats.
- Support Video resolution Up to 1080p; 1080p and 720p compatible.
- Support Advance Card-less Nagra CAS.
- OTA Secured Software Upgrade.
- Extended warranty for a minimum of 3 years.

### **3.5.2 Zapper STB**

“Entry Level” Box Specifications interconnections:

- Antenna RF in for the Satellite Dish connectivity (Technical Spec above)
- HDMI out for connecting to most TVs, projectors, or monitors.
- AV out (RCA or 3mm jack)
- USB 3.0
- Connecting an external drive for media playback and the connection of a remote keyboard

### **3.5.3 Premium STB**

Stream linear channels to smart devices in the household (OTT over Broadcast).

SABC Multi-service Hybrid Box Enhanced Features:

- Smart box is required to work on Android OS
- Support for Push VOD
- Immediate and scheduled records include deletion feature.
- Event Auto-Reminder
- Allows for preloaded OTT apps e.g., SABC+
- Allows reverse billing opportunities (possibly phase 3 pay – platform)
- Allows PVR Functionality (IP/Broadband connectivity).
- Allows Analytics and Reporting
- User Friendly EPG as per SABC EPG systems
- Internal Storage
- Media recording with encryption
- Support minimum 500 Gigabytes internal storage (SSD/ Hard drive)
- Closed & Open Captions (Dependent on Content provision)
- Audio Descriptors (Dependent on Content provision)
- Multiple Language Selection / Language Tracks (Dependent on Content provision / strategy)

Hybrid box Specifications interconnections:

- a) Antenna RF in for the Satellite Dish connectivity (Technical Spec above)
- b) HDMI out for connecting to most TVs, projectors, or monitors.
- c) AV out (RCA or 3mm jack) -
- d) RJ45 to connect to modem.
- e) USB 3.0

- f) Connecting an external drive for media playback and the connection of a remote keyboard
- g) SIM & E-Sim
- h) Wi-fi connection (802.11)

#### **4 ANALYTICS AND REPORTING**

The DTH solution needs to have an analytical and reporting tool that will assist the SABC in better analysing, managing, and substantially improving the performance of the platform (IP connected devices only – including mobile).

The below are some of the required analysis & data that needs to be reported on:

- Ability to provide data consumption by video, audio, live stream, geographic location, device type, platform and as well as overall data consumption over a period.
- Ability to provide average time spent by viewer watching a video or live stream, based on geographic location and device type.
- Ability to provide average time spent listening to each audio or live stream, by geographic location and device type.
- Ability to provide plays and viewership based over a period, per geographic location and country.
- Ability to provide automated alerts (inclusive of custom) based on performance or operational thresholds.
- Ability to provide concurrent viewers or listenership on content by geographic location, device type, platform and action performed.
- Ability to provide a view of a number of new viewers and/or listenership to assist in tracking the rate at which the public is accessing live streams in real-time.
- Ability to provide data consumed and provide an overall view of the amount of bandwidth that is used by the public globally (SABC +)
- Analytics to assist in understanding SABC DTH audience by answering the below questions:
  - What is the next best offer for the audience?
  - What is the next best action they could do?
  - What did they abandon (skip or cancel)?
  - How can the SABC retain its users and reduce churn?
- Analytics to assist in understanding how the SABC can improve the lifetime value of each user:
  - What will assist the SABC in pushing each user up the revenue chain?
  - Are there any cross-selling opportunities?
- Analytics to assist in understanding how the SABC can enhance user experience:
  - What personalized recommendations can SABC offer to its users?
  - How are they engaging with the platform? User Behavior Analysis
  - What content will keep them glued and want to come back every time they have a chance?
- Ability to provide targeted ads based on user preferences:
  - How much is too much for each user?
  - How can the ads be personalized?
  - What ads work best for a target viewer or listener?
- How can the SABC making accurate predictions for the next best offers or actions:
  - This could fuel cross-sell/up-sell opportunities and at the same time improve user experience.
- Ability to provide detailed user report (user profiling) that will provide the following data:
  - New vs old users

- Viewing by genre, by channel, by show and more.
  - Payment modes
  - Likes, dislikes and preferences, values, routine, and habits.
- Ability to provide detailed content report that will provide the following data:
  - Most consumed per user
  - Triggers for moving from free to paid VOD services.
- Ability to provide detailed subscription report:
  - Reasons for cancellation
  - Subscription ageing
- Solution must have a reporting tool that will have the ability to report on the below analytical stats as well:
- Provide insights on what is happening on social platforms, websites, and mobile applications.
- A dashboard overview that will provide a description of traffic to each platform.
  - Total number of users
  - Total number of new users
  - Total sessions
  - Number of sessions per user
  - Page views
  - Average session duration
  - Bounce rate.
  - Allow for sorting out by date period (hourly, daily, monthly, yearly)
- An ecommerce tracking analytics that will provide the below minimum requirements:
  - App views per user (for mobile application)
  - Page views per user (for website)
  - Goal completions per user
  - Revenue per user
  - Session duration per user
  - Transactions per user
- A report that will provide a group of users segmented by date that have taken similar actions.
- Demographics analysis:
  - Gender
  - Age (age divided into 18-24, 25-34, 35-44, 45-54, 55-64 and 65+)
- Ability to provide analytics based on user interests:
  - Per user category e.g., young
  - Gender
  - Age
- Ability to provide geo analytics reports:
  - Language including site conversions.
  - Location (feature for a virtual map of your users' locations when zoomed in)
- End user technology analysis report need to show the following minimum information:
  - Type of browser used to access the platform.
  - Device operating system
  - Type of device
  - Network provider used.
- Ability to provide a benchmarking report so that SABC can do a like-to-like comparison with competitors reports if required for analytics.
- Ability to provide a user flow analytical report that will assist the SABC in studying and trying to understand the “flow” of users through the different platforms.
  - The path that they typically take from page to page.

- It also highlights where users drop off. This will assist the SABC in improving user experience.

## **5 Aftermarket support Call Centre**

The service provider will need to provide these services at no cost to the SABC

- To provide public awareness and support
- To offer assistance and address queries relating to:
  - installation of STBs
  - activations
  - malfunctioning of devices
  - warranty of devices

## **6 DISTRUBUTION OF STB TO RETAILERS**

The service provider will need to provide these services at no cost to the SABC

- To distribute the STBs to various retailers nationwide
- For the first phase of the project, 100,000 (one hundred boxes) must be manufactured and in circulation (on shop shelves). Assumption: There will be a 50/50 split between the basic and high-end (hybrid) boxes)
- In total, one million STBs will be manufactured and distributed by this project

## **7 TENDER RESPONSE FORMAT**

Vendors are requested to respond to the tender in the following formats:

Responses will be evaluated using a predetermined set of evaluation criteria. The evaluation criteria is designed to reflect the SABC's requirements in terms of identifying a suitable service provider and ensure the selection process is transparent and afford all the bidders a fair opportunity for evaluation and selection.

During the evaluation process, the SABC may require a bidder's representative to answer questions with regard to the proposal and/or require certain bidders to make a formal presentation to the evaluation team.

### **7.1 Technical Response**

A point-by-point response is required, i.e. a comment for each point or paragraph that is associated with the numbering should be made.

The response to technical requirements must state "Comply" or "Non-Comply." The vendor must further specify how the system/product meets or differs, for each aspect as stated below, including references or supporting information to clarify the response. A mere "Comply" or "Partially Comply" statement or no response, without detail shall be seen as "Non-Compliant" and will be scored as such.



	Technical requirements	Comply/ Not Comply	Min points	Max points	Bidder to provide detailed compliance response to substantiate compliance/n on-compliance
7.1.1	The required DTH solution needs to be a 360-degree multimedia digital solution that can integrate seamlessly with the current SABC infrastructure. (SABC systems in heading 4)		5	5	
7.1.2	Audiences must be able to access SABC content regardless of where they reside in South Africa. <ul style="list-style-type: none"> <li>Satellite reception is much larger than terrestrial transmission towers and covers the entire country provided the satellite dish has clear line of site to the satellite and/or the SABC region.</li> </ul>		5	5	
7.1.3	An ICASA licenced satellite uplink provider to uplink a KU band signal to the preferred satellite. <ul style="list-style-type: none"> <li>Audiences must be able to access SABC content where there is no broadband connection.</li> <li>Satellite reception is not dependent on broadband connection for viewing linear content and channel surfing.</li> </ul>		15	15	
7.1.4	Where broadband is available, the solution must allow integration with existing SABC digital platforms to ensure a multichannel multiplatform home for SA TV viewers.		5	5	
7.1.5	Access to all existing SABC Linear TV and radio services, <ul style="list-style-type: none"> <li>Channels - SABC News, SABC 1, SABC 2, SABC 3, Lehae, Sport, Education, Entertainment, Encore, 3 x 3<sup>rd</sup> Party Channels, and <b>Barker Channel</b> (landing page) (mostly used for marketing</li> </ul>		5	5	



	Technical requirements	Comply/ Not Comply	Min points	Max points	Bidder to provide detailed compliance response to substantiate compliance/n on-compliance
	and promotional sales purposes like channel 100 on DSTV) <ul style="list-style-type: none"> <li>All 19 radio stations</li> </ul>				
7.1.6	36MHz transponder on IS20 satellite to allow for future expansion of SABC services. <ul style="list-style-type: none"> <li>Extra Satellite capacity to cater for future content expansion strategies.</li> <li>Easy setup for Popup channels for TV and radio</li> </ul>		15	15	
7.1.7	Encryption / Anti-Piracy services for content protection.  Conditional access for Geolocation blocking for rights protected content (Ensure that the content is only available within the borders of South Africa unless otherwise specified by licensing agreements with external partners).		10	10	
7.1.8	Catch-Up TV: This service will enable the SABC to make content available for viewers to watch after it has been transmitted on the linear channel based on the agreed rights for it. (7 Day Catch-up Service – The catch-up service will be applicable to all content with the appropriate rights for a 7-day period)		5	5	
7.1.9	Ability to receive and display live EPG schedule in line with DVB standards.		5	5	
7.1.10	Easy to use User Registration Process, capturing key data (such as name, address and mobile number, demographics) that the SABC requires to enhance customer relationship management and to improve the knowledge of the SABC about the audience behaviour. And		5	5	



	Technical requirements	Comply/ Not Comply	Min points	Max points	Bidder to provide detailed compliance response to substantiate compliance/n on-compliance
	provide data analytics of the users' content preferences.				
7.1.11	<p><b>Satellite Uplink</b></p> <p>The satellite uplink provider will transmit a modulated multiplex signal carrying all SABC content in keeping with DVB standards and honor the following requirements:</p> <ul style="list-style-type: none"> <li>• Fetch content from the SABC in a format specified by the SABC.</li> <li>• Be able to receive DVB compliant and Transport Streams.</li> <li>• Ensure that termination equipment integrates seamlessly with the specifications of the existing SABC Headend equipment.</li> <li>• Comply with specifications as set out in the SANS 1719.</li> <li>• Will be licensed to provide satellite services through ICASA.</li> <li>• Will have the required Ku-band satellite transponder space on the preferred satellite: Intelsat IS 20 at 68.5 degrees East.</li> <li>• Provide the necessary backups to ensure business continuity.</li> <li>• Provide monitoring, alarming, and automatic switching between the primary and secondary feeds as per DVB specifications.</li> <li>• Generate DTH streams for transmission via DVB-S2 for DTH reception.</li> <li>• Transmit DVB-S2 in accordance with ETSI EN 302 307</li> <li>• Transmit QPSK and 8PSK modulated waveforms.</li> <li>• Encrypt the previously mentioned</li> </ul>		10	15	



	Technical requirements	Comply/ Not Comply	Min points	Max points	Bidder to provide detailed compliance response to substantiate compliance/n on-compliance
	<p>streams on KU band for distribution via satellite.</p> <ul style="list-style-type: none"> <li>• Extract EPG and metadata from the TS to make it available via satellite to the STBs.</li> <li>• Ensure backward compatibility to existing STBs, as provided by the BDM project.</li> </ul>				
7.1.12	<p><b>Entry Level STB</b></p> <p>Receive a DVB S2 modulated signal – DVB-S2 Tuner; Receive DVB-S2 in accordance with ETSI EN 302 307.</p> <ul style="list-style-type: none"> <li>○ Meet SANS 1719 specifications</li> <li>○ QAM 16 modulation.</li> <li>○ Receive QPSK and 8PSK waveforms.</li> <li>○ RF Input connector is 75 Ω F-Type Female, in accordance with IEC 61169-2 and IEC 61169-29.</li> <li>○ Provide the minimum return loss of 8 dB.</li> <li>○ Input frequency range 950 MHz to 2 150 MHz and Maximum digital signal input level -25 dBm.</li> <li>○ Out-of-band local oscillator leakage: Less than 40 dBμV (QPSK 5 MBaud to 30 MBaud, 8PSK 5 MBaud to 45 MBaud).</li> <li>○ In-Band local oscillator leakage: less than -70 dBm (QPSK 5 MBaud to 30 MBaud, 8PSK 5 MBaud to 45 MBaud).</li> <li>○ Support HE ACC or MPEG1 layer2 audio.</li> <li>○ Support MPEG-2, MPEG-4/H.264, HEVC/H.265.</li> <li>○ 4K video support with backward compatible to HD (High Definition) and SD (Standard Definition) in DVB compliant</li> </ul>		7	10	



	Technical requirements	Comply/ Not Comply	Min points	Max points	Bidder to provide detailed compliance response to substantiate compliance/n on-compliance
	formats. <ul style="list-style-type: none"> <li>Support Video resolution Up to 1080p; 1080p and 720p compatible.</li> </ul>				
7.1.13	<ul style="list-style-type: none"> <li>Support Advance Card-less Nagra CAS.</li> <li>OTA Secured Software Upgrade.</li> </ul>		5	5	
7.1.14	One year warranty Extended warranty for a minimum of 3 years.		5	10	
7.1.15	<b>“Entry Level” Box interconnections:</b> <ul style="list-style-type: none"> <li>Antenna RF in for the Satellite Dish connectivity (Technical Spec above)</li> <li>HDMI out for connecting to most TVs, projectors, or monitors.</li> <li>AV out (RCA or 3mm jack)</li> <li>USB 3.0</li> <li>Power supply</li> <li>Remote control Unit</li> </ul>		5	10	
7.1.16	<b>Hybrid Box Enhanced Features:</b> <ul style="list-style-type: none"> <li>All specification of the entry level applies to the Hybrid Box’s.</li> <li>Smart box is required to work on Android OS</li> <li>Support for Push VOD (Video on Demand)</li> <li>Immediate and scheduled records include deletion feature.</li> <li>Event Auto-Reminder</li> <li>Allows for preloaded OTT apps e.g., SABC+</li> <li>Allows reverse billing opportunities (possibly phase 3 pay – platform)</li> <li>Allows PVR Functionality (IP/Broadband connectivity).</li> <li>Allows Analytics and Reporting</li> <li>User Friendly EPG as per SABC EPG systems</li> </ul>		10	15	



	Technical requirements	Comply/ Not Comply	Min points	Max points	Bidder to provide detailed compliance response to substantiate compliance/n on-compliance
	<ul style="list-style-type: none"> <li>o Internal Storage</li> <li>o Media recording with encryption</li> <li>o Support minimum 500 Gigabytes internal storage (SSD/ Hard drive) (business decision expected)</li> <li>o Closed &amp; Open Captions (Dependent on Content provision)</li> <li>o Audio Descriptors (Dependent on Content provision)</li> <li>o Multiple Language Selection / Language Tracks (Dependent on Content provision / strategy)</li> </ul>				
7.1.17	<p><b>Hybrid box interconnections:</b></p> <ul style="list-style-type: none"> <li>o Antenna RF in for the Satellite Dish connectivity (Technical Spec above)</li> <li>o HDMI out for connecting to most TVs, projectors, or monitors.</li> <li>o AV out (RCA or 3mm jack)</li> <li>o RJ45 to connect to modem.</li> <li>o USB 3.0</li> <li>o Connecting an external drive for media playback and the connection of a remote keyboard</li> <li>o SIM &amp; E-Sim</li> <li>o Wi-fi connection (802.11)</li> </ul>		8	10	
7.1.18	The DTH solution needs to have an analytical and reporting tool that will assist the SABC in better analyzing, managing, and substantially improving the performance of the platform (IP connected devices only – including mobile).		5	5	
7.1.19	Boxes need to have a User Friendly Interface for ease of navigation representative of the SABC		5	5	



	Technical requirements	Comply/ Not Comply	Min points	Max points	Bidder to provide detailed compliance response to substantiate compliance/n on-compliance
	requirements. This will need to be developed and designed by the Service Provider.				
7.1.20	<p>The service provider will need to provide these services at no cost to the SABC</p> <ul style="list-style-type: none"> <li>○ To distribute the STBs to various retailers (minimum of five) nationwide</li> </ul>		5	5	
7.1.21	<p><b>Functionality support</b></p> <ul style="list-style-type: none"> <li>○ Over the air Updates of STB's</li> </ul>		5	5	
7.1.22	<p>The service provider will need to provide</p> <p><b>8 Scalable aftermarket support Call Centre with a minimum of 10 seats per million subscribers.</b></p> <ul style="list-style-type: none"> <li>○ To provide public awareness and support</li> <li>○ Call Centre Management</li> <li>○ To offer assistance and address queries relating to:                             <ul style="list-style-type: none"> <li>- installation of STBs</li> <li>- activations</li> <li>- malfunctioning of devices</li> <li>- warranty of devices</li> </ul> </li> </ul>		10	15	
	<b>TOTAL POINTS</b>		<b>155</b>	<b>185</b>	

NB. Bidders who fails to score **155 points** or higher will be automatically be disqualified and will not be evaluated further.



## 8.1 Pricing Breakdown Model

- 8.1.1 All goods or services must be specified, broken down into individual elements on a Bill of Materials (BOM) and the pricing of each, specified on hard copy (paper copy) and in soft copy (Excel format).
- 8.1.2 Bidders must provide a detailed cost breakdown by pricing all items for the delivery of **a total solution** as per the specification. All deviations should be stipulated as options with the indicative unit prices.
- 8.1.3 Supplier must provide the product specifications of the product or service of the items priced.
- 8.1.4 Bidders must submit unit and total pricing in SA Rands (Excluding VAT), and where applicable, use the Foreign currency rate below to calculate the Rand value. Use Annexure B to indicate the total amount subject to exchange rate variation.

## 9 EVALUATION CRITERIA

Bidders should note that only bidders who submitted the mandatory valid documents of the bid shall be evaluated further for Functionality (where indicated), Price and Specific Goals

Responses will be evaluated using a predetermined set of evaluation criteria. The evaluation criteria is designed to reflect the SABC's requirements in terms of identifying a suitable service provider and ensure the selection process is transparent and afford all the bidders a fair opportunity for evaluation and selection.

During the evaluation process, the SABC may require a bidder's representative to answer questions with regard to the proposal and/or require certain bidders to make a formal presentation to the evaluation team.

### 9.1. Functionality Evaluation

The evaluation is based on functionality, which will be evaluated using the following criteria and points:

- 9.1.1 The tender submission will be technically evaluated out of a maximum of 100.
- 9.1.2 A threshold of 70 out of the 100 has been set
- 9.1.3 All bidders achieving less than the set threshold will not be evaluated further and will be deemed non-Responsive.

### 9.2. Functionality Criteria:

#### Phase 2 Evaluation: Functionality evaluation

Evaluation Area	Functional Criteria	Max. Points	Min. Points
-----------------	---------------------	-------------	-------------



Evaluation Area	Functional Criteria	Max. Points	Min. Points
Previous working experience with references letters	<p>Proven track record, ability, and success in delivering turnkey DTH solutions.</p> <p>Bidder to provide the reference letter(s) on client letter head describing similar work done, including contactable references. <b>Refer to Annexure B for reference letter template.</b></p> <ul style="list-style-type: none"> <li>3 and more letters from clients = 15 points</li> <li>2 - letters from clients = 10 points</li> <li>1 - letter from client(s) = 5 points</li> </ul> <p><b>NB: Non-submission of client reference letter(s) will be scored zero.</b></p> <p><i>The SABC further reserves the right to call the referee and verify the information. Any incorrect information will be regarded as deliberate misrepresentation and be dealt with in terms of the prescripts and law.</i></p>	15	5
Provide working Prototype	<p>Clearly indicate the expected lead time for Entry level and Hybrid.</p> <p>1 – 3 weeks = 30 points 4 – 5 weeks = 25 points More than 5 weeks = 0 points</p>	30	25
STB Manufacturing Bulk	<p>Clearly indicate the expected manufacturing lead time for hundred thousand (100 000) STB's. (Hybrid = 50 000 and Entry level = 50 000)</p> <p>4 – 6 weeks = 30 points 7 – 10 weeks = 25 points More than 10 weeks = 0 points</p>	30	25
STB Manufacturing	<p>Local Manufacturing = 15 points Overseas Manufacturing = 10 points</p>	15	10
Delivery and deployment of STB to Retailers	<p>Clearly indicate the expected delivery and deployment lead time to the Retailers and the names of those Retailers.</p> <p>1 – 2 weeks = 10 points 3 – 4 weeks = 5 points More than 4 weeks = 0 points</p>	10	5
<b>TOTAL</b>		<b>100</b>	<b>70</b>

**NB. Bidder who score less than 70 points of the above will be disqualified and will not be evaluated on commercial proposal and specific goals.**

**The successful bidder will be required to do a presentation at the SABC post award. It is important to note that this presentation will be conducted post award, not before the award.**

**POST AWARD PRESENTATION**

Demonstration assessment	Comply	Not comply
Uplink of content to Satellite		

Demonstration assessment	Comply	Not comply
Encryption of services		
Entry Level STB's		
Hybrid STB's		
After sales service centre		
Satellite; 36 MHz availability on IS20		

The successful bidder will be required to meet all the above requirements for contracting purposes.

### 9.3. Price and Specific Goals

The bid responses will be evaluated on the 90/10 point system. Bidders are to provide detailed breakdown of all direct and indirect costs associated with the contract, including licence fees if any.

### 9.4. Financial Stability

The financial stability evaluation is used to assess the financial risk of the shortlisted bidders.

#### FINANCIAL STABILITY

**Respondents are required to submit their audited financial statements for the past 3 years with their Proposal/Bid in order to enable the SABC to establish financial stability as follows:-**

Area	Assessment Criteria
Financial Due Diligence	Bidders financial due diligence will be assessed based on submitted audited financial statements using financial ratios, where applicable.

### 9.5. Objective Criteria

- 9.5.1. The SABC reserve the right not to consider proposals from bidders who are currently in litigation with the SABC.
- 9.5.2. The SABC further reserve the right not to award this tender to any bidder based on the proven poor record of accomplishment of the bidder in previous projects within the SABC.
- 9.5.3. Bidders who are blacklisted or have committed other acts of fraud and misrepresentation of facts e.g. tax compliance, BBBEE, company financials, etc. will be eliminated from the bid process.

**END OF DOCUMENT E**

**Tender Number: RFP/DTT/2024/10244589/17**

**RFP Title : Appointment of a service provider to partner with the SABC to supply DTH integrated solution for a period of five (5) years.**



**Annexures to Document E: Proposal of a detailed breakdown of a revenue share model**



**DOCUMENT F**

**CONFIDENTIALITY**

All information related to this bid both during and after completion is to be treated with strict confidence. Should the need however arise to divulge any information gleaned from the service which is either directly or indirectly related to the SABC, written approval to divulge such information will have to be obtained from SABC.

The bidders must ensure that confidential information is: maintained confidential; not disclosed to or used by any unauthorised person; so as to prevent any disclosure or unauthorised use with at least the standard of care that bidders maintain to protect their own confidential information; only used for the purpose of considering and responding to this RFP; and not reproduced in any form except as required for the purpose of considering and responding to this bid. Bidders must ensure that: access to confidential information is only given to those of its partners, officers, employees and advisers who require access for the purpose of considering and responding to this RFP; and those partners, officers, employee and advisers are informed of the confidential information section and keep that information confidential. This bid remains at all times the property of the SABC. No rights other than as provided in this bid and in respect of the confidential information are granted or conveyed to bidder/s

NAME OF BIDDER: \_\_\_\_\_

PHYSICAL ADDRESS: \_\_\_\_\_

\_\_\_\_\_

Bidder's contact person:

Name : \_\_\_\_\_

Telephone : \_\_\_\_\_

Mobile : \_\_\_\_\_

Fax.: \_\_\_\_\_

E-mail address : \_\_\_\_\_

**END OF DOCUMENT F**



DOCUMENT G  
SBD 6.1

**PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022**

This preference form must form part of all bids invited. It contains general information and serves as a claim form for preference points for Specific Goals.

**NB: BEFORE COMPLETING THIS FORM, BIDDERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF B-BBEE, AS PRESCRIBED IN THE PREFERENTIAL PROCUREMENT REGULATIONS, 2022.**

---

**1.0 GENERAL CONDITIONS**

1.1 The following preference point systems are applicable to all bids:

- the 90/10 system for requirements with a Rand value above R50 000 000(all applicable taxes included).

1.2 The value of this bid is estimated to exceed R50 000 000 (all applicable taxes included) and therefore the **90/10** system shall be applicable.

1.3 Preference points for this bid shall be awarded for:

- (a) Price; and
- (b) Specific Goals

1.3.1 The maximum points for this bid are allocated as follows:

	<b>POINTS</b>
<b>1.3.1.1 PRICE</b>	<b>90</b>
<b>1.3.1.2 Specific Goals</b>	<b>10</b>
<b>Total points for Price and Specific goals must not exceed</b>	<b>100</b>

## 2.0 DEFINITIONS

- 2.1 “**all applicable taxes**” includes value-added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies;
- 2.2 “**B-BBEE**” means broad-based black economic empowerment as defined in section 1 of the Broad - Based Black Economic Empowerment Act;
- 2.3 “**B-BBEE status level of contributor**” means the B-BBEE status received by a measured entity based on its overall performance using the relevant scorecard contained in the Codes of Good Practice on Black Economic Empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
- 2.4 “**bid**” means a written offer in a prescribed or stipulated form in response to an invitation by an organ of state for the provision of services, works or goods, through price quotations, advertised competitive bidding processes or proposals;
- 2.5 “**Broad-Based Black Economic Empowerment Act**” means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- 2.6 “**comparative price**” means the price after the factors of a non-firm price and all unconditional discounts that can be utilized have been taken into consideration;
- 2.7 “**consortium or joint venture**” 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;
- 2.8 “**contract**” means the agreement that results from the acceptance of a bid by an organ of state;
- 2.9 “**EME**” means any enterprise with an annual total revenue of R10 million or less as per the Amended Codes of Good Practice (COGP).
- 2.10 “**Firm price**” means the price that is only subject to adjustments in accordance with the actual increase or decrease resulting from the change, imposition, or abolition of customs or excise duty and any other duty, levy, or tax, which, in terms of the law or regulation, is binding on the contractor and demonstrably has an influence on the price of any supplies, or the rendering costs of any service, for the execution of the contract;
- 2.11 “**functionality**” means the measurement according to predetermined norms, as set out in the bid documents, of a service or commodity that is designed to be practical and useful, working or operating, taking into account, among other factors, the quality, reliability, viability and durability of a service and the technical capacity and ability of a bidder;
- 2.12 “**non-firm prices**” means all prices other than “firm” prices;

- 2.13 “person” includes a juristic person;
- 2.14 “rand value” means the total estimated value of a contract in South African currency, calculated at the time of bid invitations, and includes all applicable taxes and excise duties;
- 2.15 “total revenue” bears the same meaning assigned to this expression in the Codes of Good Practice on Black Economic Empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
- 2.16 “trust” means the arrangement through which the property of one person is made over or bequeathed to a trustee to administer such property for the benefit of another person; and
- 2.17 “trustee” means any person, including the founder of a trust, to whom property is bequeathed in order for such property to be administered for the benefit of another person.

### 3.0 ADJUDICATION USING A POINT SYSTEM

- 3.1 The bidder obtaining the highest number of total points will be awarded the contract.
- 3.2 Preference points shall be calculated after prices have been brought to a comparative basis taking into account all factors of non-firm prices and all unconditional discounts;.
- 3.3 Points scored must be rounded off to the nearest 2 decimal places.
- 3.4 If two or more tenderers score an equal total number of points, the contract must be awarded to the tenderer that scored the highest points for specific goals.
- 3.5 If two or more tenderers score equal total points in all respects, the award must be decided by the drawing of lots.

### 4.0 AWARDED FOR PRICE

#### 4.1 THE 80/20 OR 90/10 PREFERENCE POINT SYSTEMS

A maximum of 80 or 90 points is allocated for price on the following basis:

$$P_s = 80 \left( 1 - \frac{P_t - P_{\min}}{P_{\min}} \right) \quad \text{or} \quad P_s = 90 \left( 1 - \frac{P_t - P_{\min}}{P_{\min}} \right)$$

Where

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

$P_t$  = Comparative price of bid under consideration



Pmin = Comparative price of lowest acceptable bid

**4.2 Points awarded for Specific Goals**

In terms of Regulation 4 (1) 5 (1) and 6 (1) of the Preferential Procurement Regulations, preference points must be awarded to a bidder for submitting evidence for specific goals claimed in accordance with the table below:

**4.3 SPECIFIC GOALS TABLE**

<b>SPECIFIC GOALS</b>	<b>80/20</b>	<b>90/10</b>
EME/SME 51% owned by Black people	10	4
51% owned by Black people;	5	3
51% owned by Black people who are women	3	2
Black Youth	2	1

NB: Bidders must submit evidence for every specific goal claimed and points will be awarded in accordance with the evidence as submitted by the bidder. The bidder who does not meet the specific goals will not be disqualified but score zero.

**5.0 BID DECLARATION**

5.1 Bidders who claim points in respect of Specific Goals must complete the following:

**5.2 SPECIFIC GOALS POINTS CLAIMED IN TERMS OF SPECIFIC GOALS TABLE**

5.3 **Specific Goals Points claimed :..... = .....(maximum of 10 or 20 points)**

(Points claimed in respect of paragraph 5.3 must be in accordance with the table reflected in paragraph 4.3 and must be substantiated by means of evidence as described table 5.4

**5.4 EVIDENCE TO BE SUBMITTED FOR SPECIFIC GOALS**

<b>Specific Goals</b>	<b>Acceptable Evidence</b>
B-BBEE	Valid BEE Certificate / Sworn Affidavit (in case of JV, a consolidated scorecard will be accepted)
Black Women Owned	Certified ID Documents of the Owners/shareholder
Black Youth owned	Certified ID Documents of the Owners
EME or QSE 51% Black	Annual Financial/



Owned	Management Accounts/ B-BBEE Certificate / Affidavit/ Certified ID Documents of the Owners/shareholder
51% Black Owned	CIPC Documents / B-BBEE Certificate/Affidavit/ Certified ID Documents of the Owners/shareholder
South African Enterprises	CIPC Documents

**6.0 DECLARATION WITH REGARD TO COMPANY/FIRM**

6.1 Name of company/firm:  
.....

6.2 VAT registration number:  
.....

6.3 Company registration number  
.....

- 6.4 Type Of Company/ Firm
- Partnership/Joint Venture / Consortium
  - One person business/sole propriety
  - Close corporation
  - Company
  - (Pty) Limited
- [TICK APPLICABLE BOX]

6.5 Describe Principal Business Activities

.....

.....

.....

.....



6.6 Company Classification

- Manufacturer
- Supplier
- Professional service provider
- Other service providers, e.g. transporter, etc.

[TICK APPLICABLE BOX]

6.7 Total number of years the company/firm has been in business? .....

6.8 I/we, the undersigned, who is / are duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the B-BBE status level of contribution indicated in paragraph 7 of the foregoing certificate, qualifies the company/ firm for the preference(s) shown and I / we acknowledge that:

- (i) The information furnished is true and correct;
- (ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form.
- (iii) In the event of a contract being awarded as a result of points claimed as shown in paragraph 7, the contractor may be required to furnish documentary proof to the satisfaction of the SABC that the claims are correct;
- (iv) If the B-BBEE status level of contribution has been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the SABC may, in addition to any other remedy it may have;
  - (a) disqualify the person from the bidding process;
  - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
  - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
  - (d) restrict the bidder or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, from obtaining business from any organ of state for a period not exceeding 10 years, after the audi alteram partem (hear the other side) rule has been applied; and
  - (e) forward the matter for criminal prosecution

**WITNESSES:**

1. ....

.....  
 SIGNATURE(S) OF BIDDER(S)

**Tender Number: RFP/DTT/2024/10244589/17**

**RFP Title : Appointment of a service provider to partner with the SABC to supply DTH integrated solution for a period of five (5) years.**



2. ....

DATE: .....

ADDRESS: .....

.....

.....

.....

**END OF DOCUMENT G**



DOCUMENT H  
SBD 8

**DECLARATION OF BIDDER’S PAST SUPPLY CHAIN MANAGEMENT PRACTICES**

- 1.0 This Standard Bidding Document must form part of all bids invited.
- 2.0 It serves as a declaration to be used by institutions in ensuring that when goods and services are being procured, all reasonable steps are taken to combat the abuse of the supply chain management system.
- 3.0 The bid of any bidder may be disregarded if that bidder, or any of its directors have-
  - a. abused the institution’s supply chain management system;
  - b. committed fraud or any other improper conduct in relation to such system; or
  - c. failed to perform on any previous contract.
- 4.0 In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.

Item	Question	Yes	No
4.1	Is the bidder or any of its directors listed on the National Treasury’s Database of Restricted Suppliers as companies or persons prohibited from doing business with the public sector? (Companies or persons who are listed on this Database were informed in writing of this restriction by the Accounting Officer/Authority of the institution that imposed the restriction after the <i>audi alteram partem</i> rule was applied).  <b>The Database of Restricted Suppliers now resides on the National Treasury’s website(<a href="http://www.treasury.gov.za">www.treasury.gov.za</a>) and can be accessed by clicking on its link at the bottom of the home page.</b>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.1.1	If so, furnish particulars:		
4.2	Is the bidder or any of its directors listed on the Register for Tender Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act (No 12 of 2004)? <b>Register for Tender Defaulters can be accessed on the National Treasury’s website (<a href="http://www.treasury.gov.za">www.treasury.gov.za</a>) by clicking on its link at the bottom of the home page.</b>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.2.1	If so, furnish particulars:		



4.3	Was the bidder or any of its directors convicted by a court of law (including a court outside of the Republic of South Africa) for fraud or corruption during the past five years?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.4	Was any contract between the bidder and any organ of state terminated during the past five years on account of failure to perform on or comply with the contract?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.4.1	If so, furnish particulars:		

**CERTIFICATION**

I, THE UNDERSIGNED (FULL NAME).....

CERTIFY THAT THE INFORMATION FURNISHED ON THIS DECLARATION FORM IS TRUE AND CORRECT.

I ACCEPT THAT, IN ADDITION TO CANCELLATION OF A CONTRACT, ACTION MAY BE TAKEN AGAINST ME SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....  
**Signature**

.....  
**Date**

.....  
**Position**

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

**END OF DOCUMENT H**

**Tender Number: RFP/DTT/2024/10244589/17**

**RFP Title : Appointment of a service provider to partner with the SABC to supply DTH integrated solution for a period of five (5) years.**



**END OF DOCUMENT I**



**DOCUMENT J**

**ACCEPTANCE OF CONDITIONS OF BID**

By signing the BID document, the Bidder is deemed to acknowledge and accept that all the conditions governing this BID, including those contained in any printed form stated to form part thereof and SABC Limited will recognize no claim for relief based on an allegation that the Bidder overlooked any such condition or failed properly to take it into account for the purpose of calculating bided prices or otherwise.

SIGNED at \_\_\_\_\_ this \_\_\_\_\_ day \_\_\_\_\_ of \_\_\_\_\_ 2016

NAME OF COMPANY \_\_\_\_\_

NAME OF THE SIGNATORY (IES) \_\_\_\_\_

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

Are you authorised to sign on behalf of the company (YES/NO) \_\_\_\_\_

WITNESSES:

1. \_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

**Tender Number: RFP/DTT/2024/10244589/17**

**RFP Title : Appointment of a service provider to partner with the SABC to supply DTH integrated solution for a period of five (5) years.**



BIDDER

**END OF DOCUMENT J**



	<p style="text-align: center;"><b>Tax Compliance Questionnaire for Foreign Suppliers</b> <i>[Mandatory for foreign suppliers to complete]</i></p>
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**1. BACKGROUND**

Foreign suppliers with no local footprint (i.e. the foreign supplier doesn't have a branch or representative registered here in RSA) do not need to submit a tax clearance certificate.

These suppliers are also exempted from registering on the National Treasury's Central Supplier Database.

No.	Question	Yes	No
1.	Are you a resident of the Republic of South Africa (RSA)?		
2.	Do you have a branch in the RSA?		
3.	Do you have a permanent establishment in the RSA?		
4.	Do you have any source of income in the RSA?		
5.	Are you liable in RSA for any form of taxation?		

In order to ascertain whether you are a supplier with no local footprint and that no tax clearance certificate is required, please answer the following pre-award questionnaire in the table below: *Please mark the applicable column (Yes/No) with an 'X'*

If the answer is 'No' to all of the above, then it is not a requirement to obtain a tax clearance certificate / tax clearance system pin code from SARS.

Yours faithfully



**For Supplier:**

The supplier hereby confirms that the questions above were answered truthfully and were fully understood.

<b>Name</b>	<b>Designation</b>	<b>Signature</b>	<b>Date</b>
<b>Description of goods or services to be supplied</b>			
<b>Company name</b>			
<b>Company registration number</b>			
<b>Telephone number</b>		<b>Fax No. and/or e-mail address</b>	

**END OF THE REQUEST FOR PROPOSAL DOCUMENT**

## **GUIDELINE FOR BRIEFING SESSION**

### **Applicable where Briefing Sessions are not compulsory or mandatory:**

- Bidders are requested to submit their queries related to the bid via email
- Bidders must send their queries to the Bid Office via the email [tenderqueries@sabc.co.za](mailto:tenderqueries@sabc.co.za)
- It is recommended that queries be submitted at least within 10 days after the tender has been advertised on the National Treasury E-Tender Portal and the SABC Website.
- The Bid Office will forward the queries to the Bid Specification Team for relevant response(s).
- All queries and responses will be consolidated into a schedule of questions and answers and published on all the platforms that were utilized to advertise the tender within 5 days after the query deadline.

### **Applicable where Briefing Sessions are unavoidable:**

Where a briefing session cannot be, the following will apply:

- The briefing session meeting will be arranged by means of an online session using Microsoft TEAMS or similar enablers, the date and time of which will be published on the E-Tender Portal and SABC Website.
- Bidders who have access to Microsoft Teams or similar enablers are kindly requested to advise of their interest to participate in the online briefing session by sending an email to [tenderqueries@sabc.co.za](mailto:tenderqueries@sabc.co.za) 3 days before the briefing session so as to be invited.
- On the date and time of the briefing session, bidders will be invited via Microsoft Teams or similar enablers to attend the online briefing session meeting.
- Bidders who are unable to connect via Microsoft TEAMS or similar enablers are requested to submit their queries related to the bid via email. The aforementioned process will follow
- Site Inspection will not be made compulsory however the bidders should be advised that non-attendance of such will be to their disadvantage. Bidders are required to confirm attendance at least one day in advance of session date using the email [tenderqueries@sabc.co.za](mailto:tenderqueries@sabc.co.za).
- All queries and responses from the various briefings sessions will be consolidated into a schedule of questions and answers and communicated to all Bidders who have attended the compulsory briefing sessions.