

NONE COMPULSORY BRIEFING SESSION- 20260922_110318-Meeting Recording

22 September 2026, 09:03am

59m 6s

● **Jackie Kwinika** started transcription

JK Jackie Kwinika 0:03

But this is the...

Non-compositive briefing session for the procurement of Microsoft 365 license. I'll start with the introduction. I am Jake Quinnika, SM specialist responsible for this project. I'm with my colleagues here. Colleagues, please introduce yourself.

RS Roger Strydom 0:28

Mhm.

 **Ronald Chuene** 0:29

Good morning, colleagues. My name is Ronald Chuene, and I am from the ICT division. Thank you.

RS Roger Strydom 0:35

Solution here.

DP Dimphe Phungwayo 0:39

Good morning, I am Dimphe Phungwayo, the chairperson of the bid specification committee. Thank you.

JK Jackie Kwinika 0:52

Thanks, colleagues, for the interest. And then to the prospective service providers, I request that you capture your information because I already see some have already started. Please capture your information in the chat. You can indicate your company name and the contact details.

Thank you.

RS Roger Strydom 1:21

Mm.

Look at Christine.

How much was the limit? He said he was a joint application.

 **Jackie Kwinika** 2:14

Please confirm if you are able to see my screen.

 **Dimpho Phungwayo** 2:19

Yes, we can see it, Jackie.

 **Jackie Kwinika** 2:21

Thank you. Thank you. Okay. This is the non-compulsory briefing session for bid number BS 2026 RFB 583, which is appointment of a service provider to provide and support Microsoft 365 E5 licensing.

This was advertised on the 16th, is going to close on the 15th of October. Today is the 22nd of September, 2026. That's the background to the Bank Center, who we are, what we do, where are we based.

 **THE OREZONE Consulting** 2:41

But.

 **Roger Strydom** 2:50

Trust.

 **Jackie Kwinika** 2:59

And then I will hand over to the end user manager.

To give us a very brief background on the project, Ronald, please give us a background on the project.

What are we buying? Thank you.

 **Ronald Chuene** 3:16

Good morning once again, colleagues. As I have said, my name is Ronald Chuene.

Colleagues here, what we need is a Microsoft Enterprise Agreement, E5 on E5 model that we need for the

administration of emails, Microsoft Defender, the SharePoint and so forth. And again,

there's also two more.

that we need, which is Microsoft VCO and Microsoft Project.

for BankCita. Basically, it's all about that. There's nothing much. One other thing that we may need, we will need whoever the prospective service provider was appointed to come and do the configuration into that Microsoft 365 environment. And lastly, I can also indicate that BankCita is currently

only Microsoft 365 Enterprise Agreement. However, with this specification, we just need a...

licencing that is on E5 and not specifically the enterprise. We just need Microsoft licencing on E5. I think that's all I can say. Thank you, Jackie.

TC **THE OREZONE Consulting** 4:42
It will justice.

JK **Jackie Kwinika** 4:43
Thanks, Ronald.
Apologies for that. I will prefer taking questions at the very end of the presentation so we can try save you some time as I know you are very busy people.

TC **THE OREZONE Consulting** 4:58
Hey.

JK **Jackie Kwinika** 5:01
Please be muted. Okay, another thing, Ronald, maybe I would like maybe to take our colleagues into confidence in terms of the...

TC **THE OREZONE Consulting** 5:11
Hey, I...

JK **Jackie Kwinika** 5:13
previous transaction that was cancelled.

TC **THE OREZONE Consulting** 5:13
If you think about me, baby, why not, baby was gonna help me, help me.

 **Jackie Kwinika** 5:18

Are you able to assist on that?

 **Ronald Chuene** 5:22

Sorry, I didn't, I did not get that.

 **Jackie Kwinika** 5:26

Remember, we went out to the market.

 **Ronald Chuene** 5:26

Jackie.

 **Jackie Kwinika** 5:29

and then we're not able to make an appointment. I believe some might want to know what happened.

Why are we re-advertising? Are you able to answer to that?

 **Ronald Chuene** 5:43

Well, I think with the first tender, I was not, I'm not sure if I was part, so I cannot be able to answer that outrightly.

 **Jackie Kwinika** 5:52

Ohh.

OKOK, it's fine. Let me try to.

 **Ronald Chuene** 5:55

Is.

 **Eugie Khosa** 5:57

Okay.

Ohh.

 **Jackie Kwinika** 6:00

Brief them on on the previous tender, because some might have...

EK **Eugie Khosa** 6:03
Okay.

JK **Jackie Kwinika** 6:07
Applied for the tender. We had an issue on the references.
On our references, we had explicitly stated that the references must be Microsoft Enterprise. And also on the team members, colleagues, you're disturbing me, whoever is speaking there in the background, please ensure that you are muted.

EK **Eugie Khosa** 6:18
I'll call you back then; I'm in a meeting.
Hello?
Yeah.
But.

JK **Jackie Kwinika** 6:32
Please.
Surely, I won't say this again.
Some people, they need to attend to other things. We need to finish this meeting as soon as we can. Please do not interrupt the meeting.
Thanks for the, thanks for understanding. Okay, there was an issue in terms of the references on the previous tender. We requested that the references must be Microsoft Enterprise.
the E5 and then...
Most of your references not indicate that you did that Microsoft Enterprise. And then what you might have indicated is just you did Microsoft 365. Hence, we have revised this to remove Enterprise on the references.
And then I'm not open for any discussion on this. For any queries, you will need to follow relevant channels. But I'm just giving you a background of what happened on the previous standard. So we do not dwell much on that question and why are we re-advertising as
you have applied previously. That was the reason. Most of the references, they did not explicitly say you did enterprise.
or there were some other issues on your project. But one of the major issue was your

reference is not indicating enterprise. And then on this revised tender document, we have removed enterprise on the references to say if you have done Microsoft 365 and then

We will be able to accept the letters if they meet all other criteria.

I will start.

Take you through the document.

As A Ronald has given you background to the document, and then the proposing objectives.

Clearly stated there why we are procuring this service, as Ronald has already indicated, and then the year we indicating that.

Appoint the banks to appoint.

Microsoft licencing reseller, who is located within our borders to provide 185 licenses, Microsoft Teams at 6, Visual at 5, and Planner and Project at 15. This is for a plot of...

Three S.

And then you will provide support for implementation, configuration, and maintenance.

and then the hours to be utilised as and when required. Then we reserve the right to use the hours in year one or in year two or in year three, whatever. If we deplete our hours in year one, we are able to use the hours for year two. If we don't deplete in year one, it means we can use those hours in year two, vice versa.

And then please allow us to increase and decrease the numbers of the licences as and when required.

On the references.

We need to provide a reference for similar work done, which is a 365.

Then the references.

Should not be dated older than five years.

And then you need to also have your client details there. Please, when you submit those references, ensure that they are on your client.

Let it, but the more info is provided on our technical functionality, so you are able to understand what we're looking for. We need your account manager to have experience in the provision of this 365 licensing, and then also you need to be a reseller or...

A licenced provider of this.

365 services and we offering this you this three-year contract pricing structure.

And then you need to complete a pricing structure a bit. Please ensure that you complete our pricing structure. Do not go and download maybe some other pricing structures that we are not aware of. Of course, we have specifically designed the pricing structure. So we are able to compare April with April.

I will, I will show you our pricing, how it looks like, and how to complete it.

One second.

Apologies.

For that bit of a delay.

My system configuration decided to change overnight. It has been a struggle to find some info here. I don't know.

What's happening?

Mm.

Boom.

Okay.

True.

65.

Yep, please confirm if you are able to see my screen.

Is my screen visible? My spreadsheet.

EK **Eugie Khosa** 12:51

Yes, it is with.

DP **Dimpho Phungwayo** 12:53

I can see you can see Jackie.

EM **Ella Maswanganye** 12:53

Yes, it is.

JK **Jackie Kwinika** 12:54

Thank you, thank you. Yeah, this is the spreadsheet. Please do not try and be creative and use any other, maybe the Microsoft code, and then please, please use this spreadsheet.

So you find yourself in good books with the bid evaluation committee, because tampering with this spreadsheet might result in your proposal as a whole not being considered.

Please use this spreadsheet. It will show you 180 licenses, 5 Visual 15 project and planner. And then on teams we want six and then these are the hours that we will use as and when required. In case you would like to add something which is not added there and you believe you will want to edit. As Ronald has said, you need to maybe come to the office. You must say I am in Cape Town, I will travel to Bank City.

I might need accommodation to go there. I might need a flight to go there. Something like that. But I'm not saying you must include that, but I'm saying something similar. If you believe it's not there you like to include, please do so. You only capture information on the yellow section. Only on the yellow section, that's where you capture information.

Do not try and tamper where we put an E and you say it's enterprise or whatsoever change you believe you want to make. This is what we are looking for. Please do so. and capture this information in this manner. If something maybe you believe is incorrect, drop an e-mail and advise us, no, this Microsoft Visual does not exist.

Do not change the P2 and say there's only P5 in the market.

Just advise us, P2 is no longer in the market. What do we do? And then we will take it from there. Do not tamper with this Excel spreadsheet. Yellow section is for you. The other sections, do not touch.

Okay, thanks. I believe I am clear.

I'll go back to the terms of reference.

Mm.

Thank you.

This is the pricing structure. I was showing you the pricing schedule.

Precious schedule must be completed.

As per the format on the attached annexia, bidders who fail to comply with this requirement will be disqualified because it will be impractical to compare across all submissions. Please ensure that you use that spreadsheet. Current prices must remain fixed for the particular year as indicated in the contract.

They should, it should be completed in full. We want to entertain an adjustment. V80 need to be shown separately. If you are a vet vendor, they show you V80. If you are a non-vet, also do not indicate the vet. Remove the vet if you are non-vet. Bidders are therefore required to indicate a total bidding price by completing the Precious schedule provided in full, sufficient.

Details should be included to enable banks to fully understand the makeup of the

overall pricing. We don't want to see the markup or your profit, but you just saying completely, I was pretty it in full, so we know how much you are quoting us. We don't really care much about your

mark up. All pricing assumption, excluded cost, estimated cost should be clearly documented.

I am moving submission requirements, you will deliver envelope to us.

I believe this will be 3 envelopes. And then ensure that there are no discrepancies in those envelopes. Don't put two references this side and one reference that side.

Ensure that there are no discrepancies. Give us the same information in all those envelopes. We'll have a hard copy.

Marked as an original, a copy of that art copy, and also.

the copy with the price and the preference points. That will be 3 and then you will on your envelope, you will put the tender name, tender number and your company name.

Submission?

Submissions that are faxed to send via telex or electronic mail will not be accepted.

It's very clear we are old school at Bancita. Please submit those envelopes to us. And this is our address.

Mister Mayimela, I requested that I take the questions at the end, but let me allow you.

DM **Donald Malemela** 18:12

Ready, how are you, sir?

JK **Jackie Kwinika** 18:12

Who?

Find you.

DM **Donald Malemela** 18:15

I'm all right. I wanted to cheque the pricing schedule that I have. It's not what you've displayed there. So I wanted to check, can't you maybe send a link on our chat so that we can download the appropriate document?

JK **Jackie Kwinika** 18:29

No, no, no, no problem. Thanks. I will do so and I'll also double cheque on the website what might be attached to this so we can correct. Thanks for that.

DM **Donald Malemela** 18:32

That.

Okay, alright, thanks a much.

JK **Jackie Kwinika** 18:40

Okay.

And then this is our address. Then the other issue is we are in...

In a very large office park, ensure that you submit at least.

DM **Donald Malemela** 18:49

Mm.

Hmm.

JK **Jackie Kwinika** 18:54

a day, maybe a day before.

DM **Donald Malemela** 18:55

And.

Mm.

JK **Jackie Kwinika** 18:58

closing. So you don't have this thing of saying you were stuck by the gate because some of one of our gates does not have security to allow you in there. And you will say I was waiting by the gate for XYZ minutes. Please ensure that you submit at least a day before to avoid a lot of stories.

They were moving. There is a register that need to be signed. Please ensure that you sign the register. If you are sending someone, tell them which company is bidding so they are able to submit. Sometimes you give them envelopes. They don't know which company is submitting and you have got might be multiple companies. Please inform whoever you are sending which company is bidding or

Easy, if you have written on the envelope, it's easy for them to see which company is bidding. If you are unsuccessful, you will be informed in writing. If we receive your

tender after that closing time, we won't consider it. Don't tell us about the stories of the gate or the traffic or whatsoever.

Please submit this thing a day before. It will help you. I'm advising you.

Any queries, you send them through to me and copy SCM. And then if you do not find Joy.

You escalate to Rapula and info at Bank City.

This is the tender timelines.

We wish to do evaluation, verification, due diligence by October, contract signatures around November. Just adjust our wish date. And then this tender will be evaluated in three phases, compliance, technical and price.

And then compliance cheques will be done also in CSD to ensure that you are compliant also to cheque if any of the directors is not listed as restricted from doing business with the public sector or prohibited from doing business with the public sector.

And then...

You are, we will also cheque that you are not employees of the state or a director of a state entity. You know those laws, ensure that you comply with them. Will not our NP-2 service provider would not comply with the above and then any evidence.

Where there is adverse information on CSD, we might request you to clarify something that we're not understanding on the CSD or any other info that we're not understanding. Under compliance and eligibility, we'll look at the pricing and your proposal. If you don't give us your price,

It means you are automatically out of the process as per this document. We want also to see your SBD 146.1, including your Bank SITA preference claim form, your CSD report. Please do attach that report whether it's saying whatever. We just want the CSD.

Namhla.

CSD number is important for us. Whether you are non-compliant whatsoever, it's not our business at this current moment in time. The only issue is at the time of appointment, you need to ensure that you are compliant. But at submission, please give us that CSD, whether whatever it's saying.

It will be fine. Special conditions that the bidder needs to accept.

by signing. This is at the last page of this document. I think the last four pages has got the special conditions document where you need to tick, indicate yes or no, yes or no. But whether there is a no, you will give us a reason for the no. As indicated

earlier on, you need to have a license.

to sell this Microsoft certificate to us. Either you are the reseller or you are someone who has been licenced directly by Microsoft. And then if you are a reseller, that means whoever is licenced is giving you a subcontracting license.

or a partnership, whatever you call it, ask them to write to that letter to say you work with them, you resell their products, you use resell Microsoft product via them. Let them be some paperwork from them to confirm that.

Without that, it means you are out of the process. We won't be considering you for any other things if you don't provide us with that proof.

Okay, I am moving technical.

Or evaluation criteria, we are on the references. Yeah, we're saying service provider should provide reference letters to provide track record and experience. Service provider should provide references on like data where the service providers previously rendered was currently rendering MS 365.

to an organ of a state and it is described here what do we mean by an organ of state.

Please, please, please do not bring us a...

the references from the private sector. As a public entity, we hereby request that you provide us with references from the public sector. That is a plan and a decision of the BIT evaluation committee.

please assist them. Then on here, one point, you're going to be given two points.

Apologies, one reference, two points, two reference, three points, three reference or more is five points. I think they were also lenient on the references to assist you. And an account manager or person assigned for this project.

Is he or she need to?

Demonstrate experience in the provision of MS licencing one.

Less than one year, not gonna give you a point, and then one year to less than two is 1.2 to less than three is 2 points, three to less than four.

Is 3 points, three apologies, three to less than five is 4 points.

Five or more is 5 points.

If a service provider submit more than one CV, Bankster will evaluate CV with the highest total number of experience relevant to Microsoft licensing. Also, my employer was very lenient on you to say, even if you give us extra CVs,

They won't charge you for that; they will only look at the one with more experience.

And then also the threshold was always low. It's also low at 65. You know, normally it's higher than 65. They really want to appoint you. And then also there's a fallback

in case we are not able to find someone.

at 65%, we have put it close to say we are able to fall back to 60. If you fail to get 65, you can still be considered at 60 points, provided there is no one who has got 65. If there is someone who has got 65,

and you score 60, you will not be considered. However, if no one scores 65 and you are able to score 60, you will be considered for further evaluation for price and preference points. It is very clear.

I am moving.

or these calculations.

This is the it indicate the formula formula that we are using to calculate the.

Evaluation points, and maybe if I can get a simpler example.

Apologies. Simple example is out of 40 for the account manager, it goes 3 Mahala points for 40 points for the account manager. It means if the account manager scores one point, they already have got 8.

If you do the convention, one point is equals to 8 under 40.

I think it's clear, not really a mathematician, but trying to assist you and understand how your one point here will translate out of the 40 that is provided here. And also trying to explain the formula that we are providing here to say,

Each technical function is out of five. That out of five is converted, will be converted to the 40 year. Meaning if you get one, it's going to be 8 out of 40, and then two, it means it's 16 out of 40, et cetera, et cetera. Preference and price.

We are estimating this to be less than 50 million, and then we are allocating 80 points for the price and 20 points for bank setup preference.

Then this is how it will be calculated.

And then this is at the points, how we are allocating the points for the bank centre preference system.

Black persons, then?

Mm.

For ownership by black, 7, women, whatever race is for youth, whatever race is for, disability is true, and then SME is 3 points.

That will be out of 20. Then this will give an explanation of what a black person is and then how much points you will get. For a black person, you need to at least have 51% black ownership.

And then the 3% youth ownership. And then it explains to you who is a youth. And then you know better, but also the document will ask is that. In terms of disability, it

tells you 10% or more in shareholding. You are able to score or if you've got 5% employment of people with disability, we are able to score. And then provide it. When you score this point, you need to supplement them to say, I'm a black person, okay, here is my ID. And then here are ownership documents. So we are able to see, okay, you are a youth because you are at this age.

And then here is that in ownership document, we are seeing who is owning the business. And the CSD can also assist with that. But give us as much information as you can so we are able to score you correctly. And on disability, you can say you are disabled, but you need to also provide that proof.

of a disability, maybe through a disability certificate or something of that nature. SCM also.

You can provide us to indicate that you 10 your 10 of hours less than 10 million, and then also is indicated on your BEE or BEE certificate or your son affidavit will have such kind of information to see the entity as.

Is it less than?

There's A turnover of less than 10 million in the maybe in the previous financial year. And then also it comes and says, 100% South African citizen for you to claim this. Points.

Then.

Call.

An entity may claim points based on the shareholding of persons in more than one category. Yeah, you say black, disabled, it means, yeah, you can score more points. You are black, you are a female, you are a youth, and then disabled, you have got a small business in that. It will just score all those points.

Then, dealing with false information from your bidders, should the bank start sitting that any bid has submitted any false information, the bank star may disqualify the bid or service provider, cancel any hour without prejudice to any other remedies available to bank stand report the service provider to National Treasury.

I hope you won't try this.

And I'm advising you, please do not try this. And then that's how we calculate our preference, rounding off to two decimals, the review process at the BEC.

We'll evaluate the BAC adjudicate and then the CEO.

Or the boat will provide final approval.

The rejection applicant shall not contact us on any matter pertinent to the application from time the application is closed to the time the application is

adjudicated. The result of the tender will be published by the on the on our website and also on e-tenders. Any effort by applicant to influence

To do application comparison application, our decision in any matter may result in the rejection of such an applicant. We shall reject in submission if the applicant has committed a proven corrupt or fraudulent act in competing for a particular tender. Tender conditions, reserve the right to withdraw or amend the terms of reference by notice and writing.

in the media, which is normally our website and the attenders at the moment. We reserve the right not to our the tender or to partially award. As you have seen, I've got a lot of licence we are requesting that. We can say we will only take the 180. licences as an example. For calls for you to prepare this award will not be reimbursed as for whatsoever reason. We reserve the right to conduct due diligence. And as I'm saying, do not submit any false information.

I advise you again, do not submit any false information.

We will do 2 decisions on whatever you are submitting. You show that whatever you've given to us is, we are able to test it whatever way and it will come out clean. We will be happy with that.

Moving. They shall not be liable for any direct, indirect, consequential, or other losses or damages, including loss of profit that may be incurred by any person, including but not limited to an applicant, shortlisted applicant, or successful applicant, or any director, officer, or associated company thereof, as a result of any reliance.

on or use of information supplied in response to this tender or as a result of a tender process contributed in this tender document.

Take no representations, undertakings, warranties whatsoever to any person in respect of tender or information contained therein.

This document is confidential and to Bank CITA and may not be used to reuse or copy or display for any other processes other than in relation to the tender process without Bank CITA's prior return consent. Bank CITA compliance.

Popy Act. In order to evaluate, please give us a good proposal so we are able to evaluate. This is just a repetition or an emphasis. We will.

This project will be valid for a period of 150 days after closing. And no fees must be paid related to this tender.

And then also be aware of rosters that approach potential bidders and then claim they will influence tender outcomes at a fee. That does not happen at Bancita. And then if you were successful, someone with that

approach, it will not help you here because you will end up losing your money. Because we do have people come complaining that they met Jackie at parking or they met my other colleagues somewhere and they gave them money to assist them with the tender. Or some of you, because when we post your... your details on the website to say we have received proposal from these people. I know you are IT people, you are bidding every day, you know this thing. Please don't fall into those scams. Once we publish your details, whatever means they use to get your contacts.

They will get used. That means get your contacts, try to send you an e-mail and say maybe it's coming from the Bank Star CEO. You need to meet him or her or you need to discuss, call the cell phone number of the Bank Star CEO, something of those nature. Then please do not entertain those people. Our process is we will evaluate the tender once it is awarded. I will send you the appointment letter. Once that appointment letter is sent to you, we will sit down for a kick-off meeting to introduce the teams to say this is the bank start team, and you introduce your team. From there, you start working, you do those.

other logistics, whatever Microsoft licencing things, and then you give us the licences and then we start using the licenses. We will pay you as agreed to say we're going to pay you this much or whatsoever. Do not allow any person to say you need to pay someone for you to get a job or something like that.

Please, if that happens to you, do not inform me. It's none of my business. You have decided to involve yourself in criminal activities. I stopped there. I don't want people to come and say I called them or someone called them. When you get appointed, we give you a letter.

We don't call you to say, hey, let's meet by the corner or something. Please, do not try and call me and say someone has called you. They said you must meet them, someone. I won't have time for that, please. Please. Anyone who tried to do that, please report them.

Maybe at the police, or you can also use the tip of e-mail, because it is too much work for us to deal with this kind of things. OK, and then bank staff use such conduct as serious offences.

The cons of participating in corrupt or fronted activities include immediate disqualification, blacklisting, referral for criminal prosecution, civil recovery, and severe reputation damage to the bidder. Do the right thing. Do the right thing.

Simple as that.

Employee of state, any person employed by the state.

including officials, employees of department, public entities, the constitutional institution, municipalities, any person who received remuneration from the state, any member of the accounting authority or government. Here we will just clarify who is an employee of the state. If you fall into this category, it means you are an employee of the state.

And I have already discussed.

A lot on.

on the employee of the state up in another section. The joint venture agreement. For joint venture, please ensure that you submit a CSD for both parties. And then if you have already sort of registered the JV, it means it will be able to pull out its own report. And then submission of a agreement from both partners and then you will also combine your preference points.

On the claim form.

This is SBD1.

that need to be fully signed and completed. SBD4 that you need to fully sign and complete.

Let's be the 6.1 that we also need to fully sign.

And complete. And then this preference points is already indicated. You will be saying a yes and a no. When you're claiming you say yes and give us more info. When they say no, you just say no and pass. When they say yes, yes, more info. Yes. Support, yes, support your yes. So you are able to score those points. Give us those IDs. This guy, give us those shareholding documents, give us those nationalisation records, disability certificate, whatever kind of information that can assist you, support.

your claim, meaning of points, please provide us with the kind of information. This is one of the comparatory documents we want to see. We simply need to indicate a yes.

Or a no. Simple as that. Whether it is a no, simply elaborate to say, why are you saying a no? We are encouraging to be encouraging you to be on CSD. And then you say, no, I don't want to be on CSD. Tell us why you don't want to be on CSD. And we are not able to do business with you if you are on CSD. We can't say cheque your. tax certificate and other, your tax compliance and other information. Whatever you

say no on, please be able to.

make us understand the reason for the no. But if it's yes, yes, yes, we are also fine with that. And I have come to the end of my presentation. I believe I did try to save you some time from your busy schedule.

And then I am able to open up for my colleagues to help you answer your questions. if there are any questions, but if there are no questions, also we are happy. And we will be looking forward to receiving your proposals by the 15th of October 2026.

Okay, I stop, let me.

Shakir, I see my Leonard colleague's hand is already up. Maybe you would like to provide some clarity on something. Ronald, please assist us.



Ronald Chuene 43:07

Thank you very much, Jackie. Yeah, colleagues, like since I've said that we are currently on M365E5 Enterprise licencing agreement, what I just need that to provide clarity on is that mostly in terms of the hours.

I think what you should know of is that it's providing this M365 as a service, so there wouldn't be any need to code on the on the on-premise configurations because we do not have any server.

that works together with that of M365, which will be hosted. So everything is functioning directly from the cloud. And then again, in terms of the hours that we are procuring, which is 100 hours, I think this hours,

will be used for any work, any other work which is tied to M365, meaning that this may include enhancement, security compliance, the SharePoints, or any diagnosis or repair of anything that may need to be worked on.

on at that point in time. So meaning that once we get to that phase whereby we realise that there is a bit of, there is a challenge of anything that's got to do with M365, then that's when we will engage with the provider and we enter into that particular

arrangement, and then we sign off the hours, which will need to be committed towards resolving whatever the challenge we may be having at that point in time.

That is what I just needed to clarify, colleagues. Thank you very much.



Jackie Kwinika 45:03

Thanks, Ronald, I saw...

Ella, the floor is open and middle of Mnguni.

EM **Ella Maswanganye** 45:13

Thank you. Good morning, everyone. Firstly, I would like to mention that I am unable to have my details on the chat. It says I can't send messages because you are not a member of the chat, so I'm unable to provide my details there.

JK **Jackie Kwinika** 45:33

Well, it's Ella.

Please don't drop me an e-mail, but I have added you here. Please just drop me an e-mail with the details. No problem.

EM **Ella Maswanganye** 45:37

Yes, correct.

Okay.

JK **Jackie Kwinika** 45:47

Okay, thank you.

EM **Ella Maswanganye** 45:49

All right. My question is, what type of letter does the bank seat require to confirm cloud service provider? As previously, we've lost this opportunity because the bank seat I needed costing that's directly from Microsoft and to be confirmed by Tsietsi, so we just wanted to know if this would still be the case.

JK **Jackie Kwinika** 46:14

Ronald, please assist.

 **Ronald Chuene** 46:19

Thank you very much.

Jackie, the letter that we need here, it's a letter that shows that you are authorised to provide the M365 from Microsoft. That could come from Microsoft. I'm not sure if there's any other thing or even to provide the cloud.

you are authorised to provide that cloud to the clients in actual effect. So that is the letter that we need. As long as Microsoft can give you the proof to show that you are capable to provide that, because there may be specific skills that are required, and

obviously we may not be aware of those skills. But then because of you are the ones who have subscribed with Microsoft and you have met all those conditions that Microsoft requires in order for you to provide that service, then you should be able to provide that letter for as long as you are in that space of providing the licensing. Thank you.

JK Jackie Kwinika 47:28

Th, th, th, things wrong.

 **Ronald Chuene** 47:29

Yeah.

EM Ella Maswanganye 47:29

Um...

JK Jackie Kwinika 47:32

I, I'm not sure, because...

Remember, we said reseller, and we also said the licence provider, meaning some people might be third parties. It will, they will, the main company or the main provider or the main partner will have a direct relationship with Microsoft, then.

EM Ella Maswanganye 47:45

Yeah.

JK Jackie Kwinika 47:56

That partner will give them the permission to say, you can sell under James Dhliwayo LTD. I will not able to accept that because.

Our our our specification indicate that we will accept, but another issue I have picked up from.

Previous project is people go to the third party or or the the.

The reseller, you go to a Microsoft reseller, someone who is licenced with Microsoft, you ask for their certificate and you attach on your document, which certificate is belonging to John and you are James. We won't be able to consider that. If you go to John to ask permission to use John's certificate,

Tell John to write a letter for you to show you what I work with. I have permitted

James to use my letter. I believe it's clear.

I'm not sure, Ron, if you would like to come in before Dimpho.



Ronald Chuene 49:04

Yeah.

I think the way you have covered it, you have covered it nicely in a sense that when you indicate that if you are a service provider and position of that particular letter, or maybe you are not in position of the agreement directly with Microsoft,

But then whoever whom you will be buying from, that person should be in position of that particular letter. And between you and that person, there must also be that agreement which must be shared with us. Because otherwise we may not be able to tell on whether you do have a relationship with that particular person.

A provider. Thank you.



Jackie Kwinika 49:53

Thanks, Rose. Let me allow my colleague, colleagues, maybe she would like to provide some clarity. Also, Dimpho, you may.



Dimpho Phungwayo 50:01

Okay, no, no, it's just an adminedu issue. Colleagues, just to remind you to also cheque on the chat. I'm seeing two questions on the chat so that we don't miss it. Thank you.



Jackie Kwinika 50:14

Okay, thanks for that. Jose Dimpho.

Yes, colleagues do not put things in the chat, Maduna.

But...

Please, ele, what do you see?

I'm on the chat. I'll allow you to come in, colleagues. I just want to quickly cheque what's on the chat.

I ask if we will get a full briefing if we missed the earlier part of your briefing. Thank you. Yes, yes. I believe as part of this meeting, you will have a copy of the transcript. However, we also upload this on our website.

And it and us, it means I can say answer yes to that question.

This advert if this register taken today. There is no register taken today. You are

already registered automatically by being in the meeting, but this is a non-compulsory briefing session. There's no need for us to have a register, but we just need to have a record of how many people have attended and where are they from. not compulsory. You won't be penalised for being in here or not being in here. Thank you. Let me quickly take questions. I see the Siphos, the floor is open.

You are muted.

Let me allow Eugene Cosa to take us.

EK **Eugie Khosa** 51:58

Okay, thank you. I think it's also to just get clarity, but it must have been answered by the previous colleague. It's regarding another letter. Is it a letter required or you need a partner certificate? So if...

JK **Jackie Kwinika** 51:58

The floor is open.

EK **Eugie Khosa** 52:18

Let's say I do not have a Microsoft partner certificate, but the distributor does, and then I can get a letter from the distributor together with the partner certificate. That's correct, right?

They are partner certificate, not mine.

JK **Jackie Kwinika** 52:34

Yeah, I think you are correct. That's the best way of doing it. The distributor will write a letter for you to say, I work with this guy, and then you will provide a certificate from the licence provider, which is Microsoft. I think that, yes, whoever you are working with, ask them to write you a letter.

And then also they need to be a Microsoft licence provider also.

Because it cannot be a reseller of a surely we're not talking about a reseller of a reseller of a reseller.

EK **Eugie Khosa** 53:09

Yeah, that's true. Thank you.

JK **Jackie Kwinika** 53:12

Okay.

Thanks, thanks. I see a hand up from...

Lefaso, maybe it might be in error.

LM Lesego Mthethwa 53:26

The question I was answered by the previous person that was asking a question, so I'm covered. Thank you.

JK Jackie Kwinika 53:26

Okay.

Okay.

Thanks. I'm happy I was able to save you some time. It's almost 11.56 on my clock. I see. Come, come, my colleague.

 **Ronald Chuene** 53:45

Play.

Ohh.

Yes, I think I see a question from Abby Siyanda, but then I'm not sure. Maybe if you can allow him to, unless if he still has a question, maybe he can just come up and explain his question because I'm not sure if I follow it.

JK Jackie Kwinika 54:09

Yes, Eva, please come back. A colleague want to help you. My colleague want to help you, Abby.

AS ABe Sibiya 54:17

Thank you, Mkhonza. Can you hear me?

JK Jackie Kwinika 54:21

Yes, yes, we can.

AS ABe Sibiya 54:22

Yes, I thought you answered the question, sir, because you said that all the information you're sharing in this briefing will be available afterwards. So that's all I was asking. Thank you. You've answered.

JK Jackie Kwinika 54:35
Okay, thanks. Thanks a bit.

AS ABe Sibiya 54:39
Sebola.

JK Jackie Kwinika 54:41
colleagues, there was someone who stopped me while I was presenting and said, the pricing I presented is not the same as the one they have downloaded. And then I went now to eat and us.
Into.
The website.
I found out we've got the correct.
Pricing, I'm not sure what might have gone wrong or well.
Not really sure all you have downloaded the old tender.

EK Eugie Khosa 55:13
And.

JK Jackie Kwinika 55:19
Pricing likely.
I'm not sure.

EK Eugie Khosa 55:22
Can you can you go back to that page? Let let us compare with what we have.

JK Jackie Kwinika 55:29
Give me one more second, please. Just one second, I'm with you now. Just need to triple cheque this.
No system, if we are okay, where must I go back to? Is it the Ronald?

EK Eugie Khosa 55:50
Yeah, you did. I was saying, can you open the pricing schedule so we can compare with what would have?

DM **Donald Malemela** 55:53

I would.

JK **Jackie Kwinika** 55:55

Okay, okay.

DM **Donald Malemela** 55:56

Uh, so, so, so to to chip in there.

Yeah, it was me. So it was a one year sort of a contract. It was not for three years. So when you displayed yours, it was three years.

JK **Jackie Kwinika** 56:10

Three years. Okay. Okay. It's one year.

DM **Donald Malemela** 56:12

The one that I have is for one year, and then they said they can put on the same the same amount that we we we used for the first year, and then they can roll it out to the next year.

JK **Jackie Kwinika** 56:27

OK, no, there's an there's an error, so I'm just trying to double cheque also from my site where the error might be.

DM **Donald Malemela** 56:33

Okay.

JK **Jackie Kwinika** 56:35

Because I have checked on the website, it looks like I've uploaded the correct one, but I'm just struggling to...

DM **Donald Malemela** 56:40

OK, I'll also cheque on your on your site. It's OK. I'll cheque on the site. I'll download the recent one.

JK Jackie Kwinika 56:47

Oh, OK. I'll also cheque on on e-tenders. I'll double cheque on e-tenders. I think the error might be on on e-tenders, but on the website we have got the correct one. And then the contract is for a product of three years.

DM Donald Malemela 57:04

Okay.

JK Jackie Kwinika 57:05

No, not one year.

I'm not sure, colleagues on my clock now.

It is 1200 hours. Oh, is someone talking so?

T Thabiso Thulo - Melody Street Trading 81 Pty Ltd 57:21

I just want to find out, will this be a yearly renewal or three years upfront payment?

JK Jackie Kwinika 57:32

Uh, colleague, Ronald.

 **Ronald Chuene** 57:37

Yeah, this normally it's a it's a yearly renewal.

It's not going to be a three-year upfront payment, the yearly renewal.

That's how we do it.

Thank you.

JK Jackie Kwinika 57:54

Yes, thanks, Ronald. I believe that is clear. The contract was running for three years, yearly renewal. Donald, are you back?

DM Donald Malemela 58:04

Yes, yes, yeah, I wanted to clarify something. With Microsoft, we normally do it annually, annual renewal. It's an annual thing.

JK Jackie Kwinika 58:12

Yeah, yeah, I think Ronald has clarified that it will be annual renewal. It means we give you a three contract and then every year we come back and do our things.

DM **Donald Malemela** 58:22

Okay.

JK **Jackie Kwinika** 58:24

Okay.

You are busy people, colleagues. I know that you don't have time. Time is your currency. Thanks everyone for making time to the meeting. I wish you all the best with your proposal. Please, please ensure that you submit those proposals a day before to avoid a lot of things and tell your colleagues or your employees that

DP **Dimpho Phungwayo** 58:44

Yeah.

JK **Jackie Kwinika** 58:51

They need to submit this at least a day before submission. All the best with your proposal, and bye for now.

DP **Dimpho Phungwayo** 59:01

Thank you.

● **Jackie Kwinika** stopped transcription