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[illegible]

Questions
What is the time lines look like from solution selection, project kick-off to TTM?
What is the budget looks like? Any ballpark figure
What are the projections in the next 3 years (in terms of subscribers/users for SVOD and MAU/DAU for AVOD)?
What are the revenue projections look like in the next 3 years?
What kind of content are you planning to include in VOD? (Movies, TV Shows, Web Series, Short form videos, Sports, News etc)
Are you also integrating third party OTT platforms content?
Is the VOD content already available or need to be acquired? If YES - how many hours of VOD content
How much storage in GB you required initially for content?
How much bandwidth you are planning to use?
What is the expected catalogue size upon launch (VOD) (Number of assets in TB and hour)?
How many assets/hours are expected to be added per month/year?
How do you plan to monetize? What's the business model? (SVOD, AVOD, TVOD or Mix)
If SVOD, what's the ARPU looks like?
If AVOD is required, is there any specific ad server you wish to implement?
What are the minimum required devices for launch (e.g. iOS mobile & tablet; Android mobile & tablet; web portal)?
Which other devices would be required for a later phase (Connected TV; Game consoles (which types?); Roku; Firestick; Chromecast)?
What's the expected concurrency during peak hours?
Any geo restriction?
If a JV is formed between a large service provider and an EME service provider will this cater for the 30% subcontracting requirement or will there still need to be an additional 30% sub contracted to an EME?
Expectation of Demo – there are lot of ask which are beyond of demo platform capabilities(Customer care chatting, Advertisement etc..) , would like to hear more about the expectation on this. Would it be possible to cover the costs for the demo, or to decrease the non-essential requirements?
SABC specified a data center in South Africa. That is possible, but not all parts of the solution may be from SA territory, only the ones that are crucial for viewing experience. Is such a setup acceptable?
Could you please provide more specific explanation on the requirements around social networks integration?
Must be a cloud solution with data centre within South African boundaries = 10 points Dees vender can delivery hardware to S.A and do installation in data center such as Teraoca , Then deploy the software in cloud mode ?

<p>Must integrate with EDL System in the following manner:</p> <p>Move required OTT scheduled media from the EDL system to the OTT platform = 5 points</p> <p>Retrieve media files with associated metadata i.e. images, synopsis = 5 points</p> <p>All edited content on the EDL needs to be pushed onto the OTT platform with the metadata information, it must automatically place it in the required OTT template = 5 points</p> <p>Are DALET Galaxy System and EDL System content management system? The vender need to integrate with both of them?</p>
<p>Mandatory: Are all subcontractors required to submit proof of TV license statements and BBBEE certificates? Is it mandatory to submit a consolidated BEE FOLL for the JV?</p>
<p>Due to turn around times — where a JV is desired can the intention be submitted for future implementation under section 2.1.</p>
<p>Is inception inclusive of general offices or only technical sites only?</p>
<p>What is the expectation on the submissions of financial when it relates to a consortium?</p>
<p>The question being 2.1 clearly indicated that the bidder has to obtain OEM letter/s for hardware and software components, while 2.2 and 2.3 are not clear if the PCIDSS and Data Centre Audit certificates are to be provided internally and owned by the bidder versus being issued through a 3rd party partner. Reason being, should both be required to be owned by the bidder themselves if would force a Joint partnership, raising a conflict with 3.9 which calls for three years audited financials statements or management accounts to proof the company's sustainability. Where management accounts are then submitted would all JV partners be required to make submission to circumvent the financial status of a newly established JV?</p>
<p>How do we know if we are successfully registered as a bidder?</p>
<p>Based on the evaluation criteria, does the bidder need to have or present the entire completed solution and architecture already before the deal? If so, it will incur a massive amount of cost on the bidder if unsuccessful. If not so, how will the bidder practically demonstrate all the points?</p>
<p>As asked in the meeting today on 2.1 to 2.5. According to this mandatory requirement, only the large enterprises such as Amazon, Google or Apple has the qualification to bid, because it is asking the bidder to have its own CDN, payment gateway and data center... So I hope this is a misunderstanding? So my question is, since the project is about having a live streaming solution on the cloud, we will have to host the solution on the cloud for example Google or AWS cloud, which they have a data center in SA and a CDN across the globe. Furthermore, since we have solutions for Android and iOS, the payment gateway will be Google Pay and Apple Pay, which they are compliance with PCIDSS. So just to be clear, will this be acceptable since we are using third parties services which are in compliance with the requirement?? Do we still need to provide those documents as it is highly unlikely that Google or Apple will provide these to us?? Or alternatively any public information or screenshot provided by them which shows that they are in compliance will do?</p>
<p>Point 5.1.17, Please can you explain more in detail?</p>
<p>Point 5.1.19, Please can you clarify how would you embed other apps within this main app? Do you want to integrate some SDK for other apps into this? Or is it just some microapp concept where user can access other apps from this main app?</p>
<p>Point 5.4.2, Please can you explain more in detail?</p>
<p>Point 5.7.12, Are these set-top box belong to SABC? Will SABC provide relevant APIs or SDK to integr</p>

Point 5.11.1 and 5.11.2, does Dalet Galaxy system and EDL system provide relevant APIs for such integration? We need more information about these third parties. Also do we get any technical support from their team?

11. Point 5.11.5 to 5.11.8, do they provide relevant APIs for such integration? Also do we get any technical support from their team?

Point 5.12.1, since it is a cloud solution, all work will be hosted in the cloud. The data center will not be linked directly to SABC office. Please can you clarify this?

5.7.14. we could provide a protected embedded player to be embedded in the existing SABC website(s) would this be acceptable to the SABC?

5.8.4. For now we only support watermarking in the video live stream only. Can the support for watermarking on demand content be provided in a later phase in consultation with ?

5.1.4 how will the regional content feeds be made available for ingestion onto the cloud? Would these feeds be available for ingestion at the same location as the other livestreaming feeds or must each regional feed be ingested at the regional signal source site?

End user Authentication - Does it mean OTP based validation?

For providing regional channels , user region will be identified by client IP or region provided during sign up?

Required more info on getting the TV licenses data. do we need to read it from third party for STB?

Are the video/audio bit rates are same for TV and Mobile?

Please mention the social media platforms names , Existing STB make and model details,smart tv name

*EDL RFP to be released separate -please explain

Please provide the ecommerce solutions platform names to understand the scope and integration model

Please provide more details on Pebble Beach Marina and Radio uses dira to understand the scope and integration model

Please provide the scope of SAP database system

Please provide the content sizes to understand the SD/HD channel count .

Please elaborate drag and drop and copy paste feature in scheduling content?

Please confirm , are you referring the scheduled publishing and admin user defined publishing for Linear and VOD?
Deletion means , content should get removed from system. please confirm.
What is the duration between each phases and tentatively when are they planning to close partner finalization.
Please do let us know the if you have existing CAS and mutliDRM vendor if any?
Will the Input is SDI or IP? Or Mix?
What is the expected Frame rate, 50?25?
What is the Exact resolution 1080x1920,etc
“Must be a cloud solution with data center within South African boundaries”, is that means all products have to be on cloud?
All Radio pop up channels must be supplied with a MADI audio encoder → can you elaborate more, will transcoding be required after that, what is expected?

Answers
Project estimate timelines: selection within 2021/22 Fiscal and Project kick off 2022/23 fiscal
Confidential data
Confidential data
More clarity required about this question
response in RFP doc, page 38 point 5.10.1
response in RFP doc, page 41 point 5.12.1
response in RFP doc, page 38 point 5.10
response in RFP doc, page 27 point 5.1.2
ARPU is confidential data
Bidder to propose preferred ad server for project of this scale
response in RFP doc, page 35 point 5.7.12
Submission doc needs to provide a list of what the solution can cater for as a whole so SABC has a view
response in RFP doc, page 33 point 5.7.2
no Geo restriction but capability to restrict when required needs to be part of the solution proposal
YES, the subcontracting still required
Covering costs is not possible and RFP doc cannot be altered at this stage
As answered in briefing session, content data and end user data at rest needs to be within South African territory, data must not be permanently stored outside RSA, other parts of the solution i.e. CDN's can reside outside
Proposed solution needs to be able to send streams to social media, SABC are not looking for a social media management tool, only stream distribution
Yes

<p>Dalet Galaxy system and EDL are Media Management Systems, bidder will need to integrate with Dalet Galaxy as an immediate integration and in the near future integrate with EDL (EDL to replace DALET Galaxy system)</p> <p>response in RFP doc, page 39 point 5.11.1 and 5.11.2</p>
YES
Subcontracting elements still required even in case of JV
technical sites only unless stated differently during implementation
Financial stability of the bidding companies
3rd party solution partner documents can be submitted
Name of bidders will be published
only qualified bidders will be required to demonstrate their solution
As explained in the briefing session, if bidder is using Google pay and Apple pay as part of the solution, then bidder must request required mandatory documents from partners e.g. Google and Apple depending on who the asoluton partner is, no exceptions will be made for none submissions regarding required mandatory documents.
<p>Please refer to link below:</p> <p>https://en.wikipedia.org/wiki/Picture-in-picture</p>
SABC cant tell bidder how to do it but idea is to be able to access a 3rd party app via SABC OTT app (as a gateway). E.g. have the SABC News app accessible via the SABC OTT app without navigating away from it
Ad Sales feature must have Rea-Time Bidding capabilities
No, these are dominant STB's (Android and iOS) available in the market, this needs to include STB's that are distributed for DTT

SABC systems use one of the protocols listed on page 41 point 5.11.9, bidder to respond with best integration method. Proposed solution needs to cater for all protocols listed on page 41 point 5.11.9. On implementation of the project, bidder will have access to technical support to assist in designing the solution with 3rd party vendors
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response in RFP doc, page 41 point 5.12.1
Yes
on submission of tender doc, proposed solution needs to have the capabilities to cater for all as per point 5.8.4
Bidder to propose preferred method that works and also cost efficient and easy to manage and support
Bidder to propose best method, SABC is open to recommendations on end user authentication methods
More clarity required about this question
TV License data resides in the mainframe within SABC premises and integration will be required as per page 41 point 5.11.11
Yes as per point 5.7.4 page 33
Live streams integration for Social Media: 1. Facebook 2. YouTube 3. Twitter if possible 4. Instagram if possible 5. LinkedIn if possible Smart TVs would need to be all brands possible (but bidder needs to disclose which brands does their solution cater for, if there are cost implications bidder must disclose and highlight cost per brand
EDL system will be implemented in the near future, a separate RFP process will be followed.
Ecommerce solution will be implemented in the near future, a separate RFP process will be followed. When implemented the proposed solution would need to be able to integrate with it.
What detail is required? Question not specific. Pebble Beach Marina is a TV playout system and dira! is a radio playout system.
response in RFP doc, page 41 point 5.11.8
More clarity required about this question
drag and drop,copy and past functionality on the CMS schedule playlist

More clarity required about this question
Yes based on system rules set/configured
None at the moment
Transport Stream (TS) over IP (ethernet cable) for both Radio and TV
1. 1080 x 1920 25fps 2. 720 x 1280 25fps 3. 576 x 720 25fps
majority of the products must be on cloud based on proposed solution capabilities
Yes transcoding is required. In Auckland Park MADI is required and in other 8 provinces AES or MADI would be acceptable as per RFP doc NB: bidder to push the feeds from regions/ provinces directly to the OTT solution