

VIRTUAL NON-COMPULSORY BRIEFING SESSION: REQUEST FOR PROPOSAL (RFP) FOR COMPUTING AND INFRASTRUCTURE RESOURCES IN THE BACK-END THAT HAVE THE CAPABILITY TO INTEGRATE WITH THE EXISTING ON-PREMISE INFRASTRUCTURE AND CLOUD SYSTEMS FOR

Meeting name	Briefing Session for the Request For Proposal (RFP) for Computing and Infrastructure Resources in the Back-End that have the capability to integrate with the existing on-premise Infrastructure and Cloud Systems for thirty six (36) Months
Venue	TEAMS
Date	03 April 2024
Time	10:00
RFP Number	TCC/2024/01/0001/52909/RFP

THIRTY SIX (36) MONTHS

BRIEFING SESSION MINUTES

1. Welcome, Safety Briefing and Introduction of the Transnet Team.

2. Key Points - General:
 - 2.1 Submission requirements, but not limited to:
 - The briefing session should not contradict the RFP and its supporting documents.
 - No verbal feedback should be construed as binding until is in writing.
 - RFP document can be downloaded from National Treasury e-Tender Publication Portal at: www.etenders.gov.za and/or Transnet website, at no cost. Any updates will be uploaded on NT e-portal and Transnet website. Bidders are encouraged to check updates on the websites.
 - **Important Date: RFP Closing date – before 12h00pm, 12 April 2024.**
 - Validity period of the RFP: 180 Business Days from the closing date.

Transnet SOC Ltd	138 Eloff Street	P.O. Box 72501
Registration Number	Braamfontein	Parkview, Johannesburg
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Directors: A Sanggu (Chairperson) C Benjamin R Buthelezi M Debel B Jiya L Letsoalo FS Mufamadi D Patel B Sedupane MP Zambane M Phillips* (Acting Group Chief Executive) H Makhathini* (Acting Group Chief Financial Officer)
 *Executive

Group Company Secretary: Ms S Bopape

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- RFP: signed, stamp and date the bottom of each page.
- Bidders are required to register on the Central Supplier Database (CSD): Bidders /Respondents must be registered on the CSD prior to uploading their bid responses. only foreign suppliers with no local registered entity need not register on the CSD.

2.2 Communication relating to this RFP:

- The bidders were taken through the communication after the briefing session. Should bidders have more questions, RFP Clarification Request Form (Section 8) should be submitted onto the system, and also sent to Sithokozile.Ndaba@transnet.net **before 12h00pm, 08 April 2024**. Clarification questions should be sent to Transnet before the clarification closing date and time.
- Bidders were taken through communication after the closing of the RFP that they can only communicate with Barbara.Msomi@transnet.net on any matter relating to this RFP Proposal.

2.3 Proposal Submission:

- The bidders were taken through how to submit the bid responses. Transnet further referred the bidders to page 9 of 52 for details on how to submit the bid responses. Bidders were urged to use Google Chrome when using the Transnet e-tender portal. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net
- Bidders were requested to ensure that their bid submission is uploaded in the Transnet e-tender portal and avoid uploading the documents on the last minutes to prevent any issues when uploading.

3. Scope and Technical Requirements:

- The bidders were taken through the details of the scope of requirements of the RFP. Bidders are required to provide their proposals regarding the scope of requirements as described in the RFP.

4. B-BBEE:

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B-BBEE Definition:

Broad-Based Black Economic (B-BBEE) means the economic empowerment of all black people including women, workers, youth, people living with disabilities and people living in rural areas through diverse but integrated socio-economic strategies.

Purpose

- To increase the number of black people that manage, own and control enterprises and productive assets
- To facilitate ownership and management of enterprises and productive assets by communities, workers, cooperatives and other collective enterprises
- To achieve an equitable representation in all occupational categories and levels in the workforce
- To procure from large, medium and small sized black owned enterprises
- To increase investment in enterprises and communities that are owned and managed by black people
- A valid B-BBEE certificate for LE company's OR an Affidavit for QSE and EME's is required

B-BBEE Amended Codes Principles

- Enhanced the recognition status of black owned EMEs and QSEs
- An EME that is 100% owned by black people qualifies as a level 1 contributor;
- An EME that is more than 51% owned by black people qualifies as a level 2 contributor;
- No verification requirements for EMEs; EME to obtain a Sworn affidavit or a CIPC Certificate

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PREFERENTIAL PROCUREMENT REGULATION 2022

- PPPFA provides for a preference points system in terms of which contracts below a prescribed value be evaluated on the basis that 20 out of 100 possible points must be allocated to “specific goals” and 80 points allocated to price.
- For contracts above a prescribed value, 10 out of 100 possible points must be allocated to “specific goals”, and 90 points allocated to price.
 - (a) The applicable preference point system as envisaged in regulations 4, 5, 6 or 7;
 - (b) The specific goal in the invitation to submit the tender for which a point may be awarded, and the number of points that will be awarded to each goal, and proof of the claim for such goal .
 - 80/20 preference point system for acquisition of goods or services with Rand value equal to or below R50 million
 - 90/10 preference point system for acquisition of goods or services with Rand value above R50 million
 - Bidders who do not submit B-BBEE Status Level Verification Certificates or applicable affidavit copy will be deemed as non-compliant contributors to B-BBEE will score zero for preference points .
 - This also applies to Bidders who submit letters or expired certificates indicating that their B-BBEE status is in the process of being verified. Where a B-BBEE certificate is to be used for scoring purposes only, such letters indicating that their B-BBEE status is in the process of being verified or expired certificates are submitted, bidders will be scored zero for preference points.

Determining validity of a sworn affidavit for B-BBEE compliance (Practice Guide 01 of 2022:)

- The legal dictionary (<https://legal-dictionary.thefreedictionary.com/Affadavit>) defines a sworn affidavit as a written statement of facts voluntarily made by a person under an oath or affirmation administered by a person authorized to do so by law.

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- Page **3** of **9** Practice Guide 01 of 2022: Determination of Validity of a B-BBEE Verification Certificate, B-BBEE Certificate and Sworn Affidavit . Refer to page 4 of 9 of the Practice Guide.
- Bidders who do not submit B-BBEE Status Level Verification Certificates or applicable affidavit copy will be deemed as non-compliant contributors to B-BBEE will score zero for preference points.
- This also applies to Bidders who submit letters or expired certificates indicating that their B-BBEE status is in the process of being verified. Where a B-BBEE certificate is to be used for scoring purposes only, such letters indicating that their B-BBEE status is in the process of being verified or expired certificates are submitted,

5. Joint Venture:

- A JV will require its own Broad-Based Black Economic Empowerment (B-BBEE) certificate if they would like to tender or enter into a contract that requires a B-BBEE Certificate.
- A trust, consortium or joint venture (including unincorporated consortia and joint ventures) must submit a consolidated B-BBEE Status Level verification certificate for every separate bid.
- The consolidation is based on the weighting as defined in the joint venture agreement.
- The respective scores are weighted according to their proportionate share in the joint venture.
- A joint venture certificate is valid for twelve (12) months and only applicable to a specific project.
- A consolidated verification certificate will consolidate the verified compliance data of joint venture partners in accordance.

6. Evaluation Methodology:

- Transnet will utilise the following methodology and criteria for the RFP:

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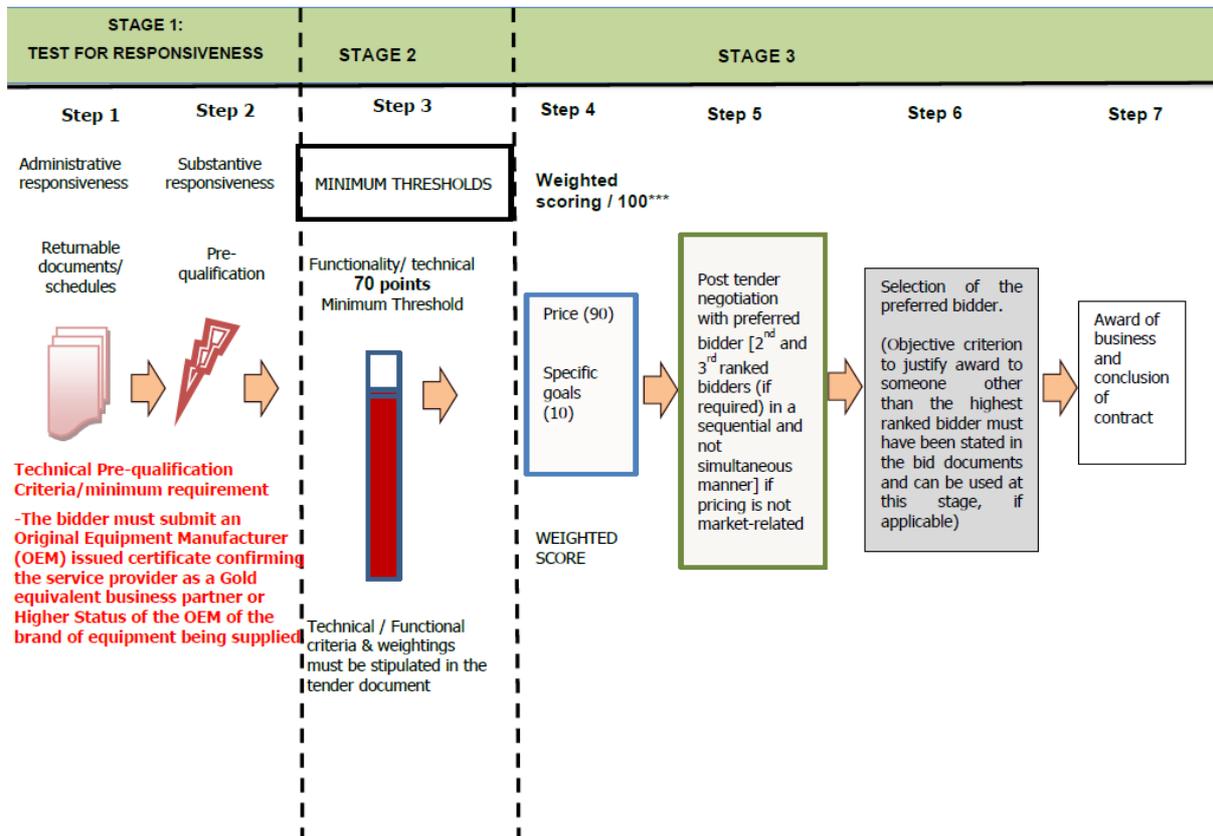
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7.1 Step One: Administrative Responsiveness

- The bidders were taken through the documents Transnet checks when doing the Administrative Evaluation and further referred to Section 5 of the RFP for returnable documents and/or schedules required for this RFP. The mandatory, documents used for scoring and essential returnable were also highlighted with the impact of not submitting the documents.

7.2 Step Two: Substantive Responsiveness

- Transnet explained the technical pre-qualification and how bidders need to respond to the criteria.

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- 7.3 Step Three: Technical Evaluation Criteria
- The Bidders were taken through in details the Technical Evaluation and how the weighting and scoring are utilized. The bidders were advised that they could even score themselves based on the documents they will be submitting.
- 7.4 Step Four: Evaluation and Final Weighted Scoring
- The Bidders were taken through the Pricing Schedule and the Specific Goals. Bidders were advised on how the scoring would be utilized. Bidders were advised to read the notes to pricing carefully and price for every line item.
- 7.5 Step Five: Post Tender Negotiations (if applicable)
- Bidders were advised that Transnet may not award a contract if the price offered is not market-related. In this regard, Transnet reserves the right to engage in PTN with the view to achieving a market-related price or to cancel the tender. Bidders were advised on the process of post tender negotiations.
- 7.6 Step Six: Objective Criteria (if applicable)
- Bidders were advised that reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. Bidders were advised on the objective criteria process.
- 7.7 Step Seven: Award of business and conclusion of contract
- Bidders were advised that immediately after approval to award the contract has been received, the successful bidder(s) will be informed of the acceptance of his/their Bid by way of a Letter of Award. Thereafter the final contract will be concluded with the successful Respondent(s). A final contract will be concluded and entered into with the successful Bidder at the acceptance of a letter of award by the Respondent.

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7. Question asked during the RFP Briefing session:

NO:	QUESTION RAISED DURING THE RFP BRIEFING SESSION	TRANSNET RESPONSE
1.	Do you have a list of the workloads that's currently in the environment as well as a resource allocation like capacity and memory allocation?	<p>So basically this is a two phase approach in terms of deploying this infrastructure.</p> <p>The initial requirement for the CPU and storage space that is requested.</p> <p>We will then earmark the necessary critical applications that needs to be migrated first, so to answer your question, yes, we do have an inventory list of the applications or resources that we want to migrate across.</p> <p>We do understand that in certain cases there will be a need for a third-party service provider application, architect or application owner from a technical perspective, to intervene in the migrations.</p> <p>But we will treat every migration as a unique as it's application. We will schedule the workloads or the work effort involved for every migration accordingly. So there's not a blanket approach.</p> <p>We understand that during the course of the years, Transnet has got a lot of legacy applications which might need special attention and special re-architecture from an application tier perspective, and we are willing to go down that route as long as there is a reasonable time put in for each and every application to be migrated that is earmarked to be migrated.</p>

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		<p>Not all of the applications currently supported on the old environment will be hosted on this platform.</p> <p>Some of the applications might be earmarked for different workloads.</p> <p>Case in point, Azure or AWS or Google Cloud, applications that we are earmarked for this specific infrastructure needs to be migrated accordingly and we will provide the necessary support to do so.</p>
2.	<p>In terms of pricing and migration effort, we need to understand, what's earmarked to move over to this new infrastructure from a pricing perspective. We want everybody to be on the same playing field. We need to understand which workloads are going to go. For example, if you want us to workout migration based on 4 hours or 8 hours per workload, then we can do that. But at least we will know that everybody's pricing it based on the same assumptions.</p>	<p>We understand the concern. We need to verify internally what we can share from a POPIA perspective we note the question and we will respond.</p>
3.	<p>This question is around the storage capacity requirements. Transnet specifically asks for all flash storage. On the storage capacity, I'm assuming for the production workloads, it says 500 terabytes effective capacity. Does effective mean that, Transnet asked for 500 terabytes after taking into account any storage efficiencies? Is that the same for the backup capacity?</p>	<p>Essentially yes. But we recognize that not all storage capacity will be consumed at one go.</p> <p>It'll be consumed as we move workloads across, so that can be done in a staggered approach in terms of saying, let's put the for the first amount of workloads that we earmarked.</p> <p>This is the storage capacity, but ultimately once signed off, that whole storage capacity must be populated on to that hardware.</p>

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4.	<p>OEM's see effective capacity in different light depending on what efficiencies they can get on the storage system. So generally, if you ask for usable capacity, that will be the same across storage vendors, but once you start applying any efficiencies from your storage OEM, you would see different effective capacity apart from what's actually physically sitting in that box.</p> <p>So I just want to make sure that when you asking for effective capacity you mean after you've applied all storage efficiency like deduplication and compression etc.</p>	<p>So for the deduplication on the production side, it will mostly apply to the DR side where we don't want to store unnecessary data.</p> <p>Deduplication will form part of disaster recovery and the archiving capabilities that we are basically also going out to market for. So from an archiving perspective, we'll then apply those specific policies with the efficiency to optimize our storage capacity. But for now we are looking at production storage in terms of making sure that our workloads run effectively and that is basically the requirements that we have.</p>
5.	<p>What hypervisor you currently running on the on your private cloud solution where there's hyper V or VMware or something else and what we need to provide? Licenses for the hypervisor of choice, or whichever one that we need to propose, do we need to propose a hypervisor?</p> <p>Do you currently have a preferred hypervisor?</p>	<p>We're running different environments from the current environment hypervisor. On Microsoft site we're running Hyper V and then our service providers are currently running VM Ware.</p> <p>We need a neutral hypervisor layer that can integrate with all those different types of hypervisors. Whatever is recommended should at least be able to integrate with all these hypervisors or work cooperatively with all these hypervisors.</p> <p>We are looking at applications that will be housed at this on this infrastructure.</p> <p>Some of the critical apps currently may sit on the fusion cloud.</p> <p>Some of them may sit on the VMware and some of them based on hypervisor Hyper-V.</p> <p>It is suggested that you look for something that is neutral to all these specific vendors or OEM's.</p>

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6.	Do we need to just provide the licensing for those platforms	Yes
7.	Do we need to provide any server cabinets	Yes. We do not have. This is part of the RFP.
8.	What is the current backup recovery in DR Solution in place. Will Transnet continue to use that or should we propose something new?	It is out of scope for this specific RFP. However, suggestions can be flagged as part of your complete solution and the effectiveness or efficiency thereof can also be taken into account but it does not form part of the evaluation criteria, but it is definitely something that we are looking at.
9.	Regarding skills transfer for the certified training for the 10 individuals, does that need to be in-person training on site or can it be virtual instructor lead training?	It doesn't really make a difference to as long as the material or the skills transfer that's coming across is to such an extent that it's OEM certified.
10.	The pricing is over three years. The question is, is it a service-based price? In other words, you expect a price per unit. So for example, per memory or per CPU? Or is it for the hardware and it's for three years? And what happens to the hardware after three years?	It will be an outright purchase in phase 1. If there's any licensing requirement then you will put in a price there as well. The assumption is that we're going to purchase the hardware, say for example in year one, because you guys must implement that number of compute. So that compute must be available to us the moment after it's installed. So in in year one, so if there's a price attached to it for future years, which is we can't purchase for example, it is OEM owned or whatever the case may be, then obviously there will be a price for the year two and year three. But to my understanding is we're gonna purchase it outright from the beginning, and then that number of compute must be installed and readily available

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		to Transnet for use after the installation process. This is an outright purchase of the hardware and the support thereof for the next three years. Obviously, Transnet will reevaluate its strategy and then take necessary decisions in order to look at the future of this infrastructure and how it will be maintained post the three year contract.
11.	Phase one would be for three years and then phase two will kick in after the three years?	We will finish off phase one and immediately after that start with phase two.
12.	So the plan is to expand or scale out the phase one infrastructure by the upgrades that you want in phase two	Yes
13.	The question is around the term, so the phase one equipment will come with the three year OEM warranty. Let's say phase one runs for six months or a year will we then expand or scale out that infrastructure and you want another three years. So essentially you lost one year OEM warranty on the phase one equipment and then you're going to expand that again for another three years. So I just want to understand because generally when you do that scale out approach, you would then just co-terminate the expansion equipment to the end of the first years or phase one term because then you have hardware sitting with different warranty.	In the detail of the scope of work, it's explained there and it is rolled out in the first year and then we have maintenance support up to three years, so second phase will not be a three year term.
14.	For example, you guys have a cabinet, right?	There's no need to price for year two. Bidders to capture "0" for items not being priced for.

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	<p>And I want one. You say the total price of that outright purchase of the cabinet in year one, is x, what happens in total of year two?</p> <p>I mean, if you have the cabinet, you have the cabinet, why do we need to price here too?</p>	
15.	<p>So all of the hardware segment, we can put the prices only for unit price year one, year two and year three can be blank</p>	Correct
16.	<p>So phase one equipment we providing with three year OEM warranty and like Gerhard said, phase two will only kick off once equipment is deployed and migrated workload and you're ready for the decisional capacity that's going to come in phase two and that could be six months down the line after we've deployed and migrated some of the workloads.</p> <p>So essentially phase two, we have to price it up front at this point in time for our submission.</p> <p>So I think we need to understand, will phase two kick in after six months or a year so that we can get that accurate pricing or else I think everybody's going to be pricing different OEM support on phase two.</p>	Transnet to respond in writing

8. Closing of the RFP Briefing:

- The briefing session presentation, together with the minutes of the briefing session, will be uploaded on the National Treasury e-tender and the Transnet E-tender, please ensure that you constantly check on the two (2) portals for any update until the RFP closing date.
- Transnet thanked all for joining the meeting.

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- Closing date to be extended by one week from 12 April 2024 to 19 April 2024.

Signed: Sithokozile Ndaba

Date: 03 April 2024

Refer to the non-compulsory Briefing Session Presentation for more details.

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Directors: A Sangqu (Chairperson) C Benjamin R Buthelezi M Debel B Jiya L Letsoalo FS Mufamadi D Patel B Sedupane MP Zambane
M Phillips* (Group Chief Executive) N Maphumulo* (Group Chief Financial Officer)

*Executive

Group Company Secretary: Ms S Bopape

www.transnet.net

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