



**Non-compulsory briefing session:  
For the provision of Data Archiving  
Appliance and Infrastructure for a period of  
three (3) years**

**TCC/2026/04/0063/4729/RFP**

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## Opening/Welcome

General Disclaimer: This briefing session must not contradict the RFP, and its supporting documents published, and should there be any errors, acts of omissions or misinterpretations, then the RFP and its attachments takes precedence of it.

Respondents will be given an opportunity to ask questions at the end. Preferably, technical questions should be put in writing to allow Transnet time to respond to the questions comprehensively.

All verbal questions must be put in writing on the RFP Clarification form (Section 8) and Transnet will provide a written response.

**NB: No verbal feedback must be construed as binding until in writing.**



## Key Points - General (1/3)

### Please note the following submission requirements, but not limited to:

- Final RFP and **all Returnable Documents listed on Section 5 (List of Returnable Documents)** may still be downloaded directly from National Treasury's e-Tender Publication Portal at [www.etenders.gov.za](http://www.etenders.gov.za) and Transnet website, free of charge.
- Respondents who wish to respond to this RFP as a Joint Venture [JV] or consortium with B-BBEE entities, must state their intention to do so in their RFP submission. Such Respondents must also submit a signed JV or consortium agreement between the parties clearly stating the percentage [%] split of business and the associated responsibilities of each party.
- RFP closing date is **29 May 2026, at 14:00**. Respondents must ensure that bids are uploaded timeously onto the system.
- Transnet will not accept bid submission via email. All bids must be loaded on the system.
- Bid Validity period is **180 Business Days from Closing Date**.
- Respondents to the RFP must **sign documents [sign, stamp and date the bottom of each page] before uploading them on the system. The person or persons signing the submission must be legally authorised by the respondent to do so.**

**Respondents must register on the National Treasury's Central Supplier Database CSD prior to submitting/uploading their bids. Business may not be awarded to a Respondent who has failed to register on the CSD, only foreign suppliers with no local registered entity need not register on the CSD.**



## Key Points - General (2/3)

### ▪ Communication relating to this RFP:

- For specific clarification relating to this RFP, an RFP Clarification Request Form should be submitted to **[Sithokozile.Ndaba@transnet.net]** before **12:00 pm on 22 May 2026** substantially in the form set out in Section 8 hereto. In the interest of fairness and transparency, Transnet's response to such a query will be published on the e-tender portal and Transnet website.
- Specific complaints relating to this RFP before or after the closing date should be formally submitted by emailing to [groupscmcomplaints@transnet.net](mailto:groupscmcomplaints@transnet.net) . Once the complaint has been submitted, the Transnet SCM Complaints office will acknowledge your complaint and send you a complaint form for completion.
- After the closing date of the RFP, a Respondent may only communicate with the **Barbara Msomi**, at telephone number 011 308 1892, email **Barbara.Msomi@transnet.net** on any matter relating to its RFP Proposal.
- Respondents are to note that changes to its submission will not be considered after the closing date.
- It is prohibited for Respondents to attempt, either directly or indirectly, to canvass any officer or employee of Transnet in respect of this RFP between the closing date and the date of the award of the business.
- Respondents found to be in collusion with one another will be automatically disqualified and restricted from doing business with organs of state for a specified period.
- Transnet will publish the outcome of this RFP in the National Treasury e-tender portal and Transnet website with 10 days after the award has been finalised. Respondents are required to check the National Treasury e-tender Portal and Transnet website for the results of the tender process. All unsuccessful bidders have a right to request Transnet to furnish reasons for their bid not being successful. This request must be directed to the contact person stated in the SBD 1 form.



## Key Points - General (3/3)

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### Proposal Submission:

- **Please refer to Section 2, paragraph 3 of the RFP for a detailed process on how to upload submissions.**
- A detailed bidder guide is included as **ANNEXURE L: GUIDANCE FOR BIDDERS.**



## Background

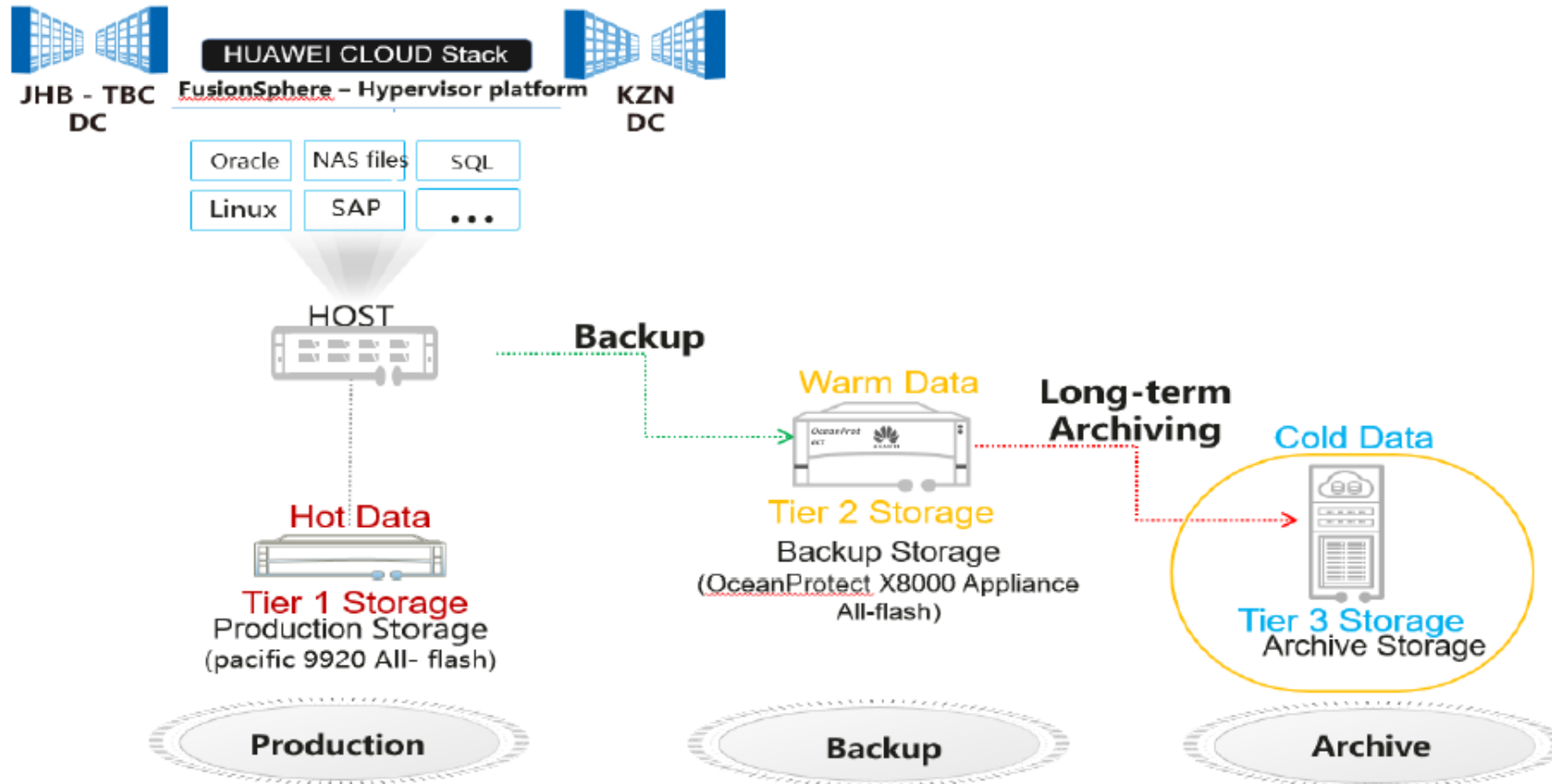
- ❑ Transnet is currently managing a rapidly expanding volume of data stored across diverse formats, resulting in escalating costs tied to both infrastructure maintenance and annual data growth. The physical rack space and overall data center footprint continue to increase, driving up associated operational expenses such as power and cooling.
- ❑ To address these challenges, Transnet has identified the need to migrate historical data to a more cost-effective Tier 3 storage solution. The existing environment comprises a mix of virtual and physical workloads, including NAS deployments and large-scale database systems distributed across multiple storage pools.
- ❑ In anticipation of future reuse and to align with emerging AI-driven initiatives, Transnet seeks to implement a reliable and economically sustainable archiving system.
- ❑ This project aims to establish a unified, long-term archive storage solution that accommodates both current data center workloads and historical backup datasets, ensuring scalability, compliance, and operational efficiency



# Scope of Work

## 1. Long-Term Archive Storage System Architecture

Bidders are required to design and implement a solution based on an on-premise architecture as per Figure below, which enables unified management and deployment of the data centre to ensure its consistency and scalability





## Scope of Work

The initiative entails the provision, delivery, and deployment of an on-premises infrastructure solution at a Transnet-designated data center facility. The engagement includes comprehensive technical support and maintenance services for a period of 36 months following implementation.

The scope can be broken down into the following areas:

- ❑ **Hardware:** Supply of all necessary hardware components required to establish the on-premises infrastructure, including but not limited to servers, storage systems, network switches, and associated peripherals.
- ❑ **Software:** Provision of software licenses for any new components proposed that fall outside Transnet's existing entitlements—such as infrastructure management platforms, backup and recovery solutions, and monitoring tools.
- ❑ **Services:** Allocation of specialist implementation hours to ensure full deployment and operational readiness of both hardware and software components, including configuration, integration, and validation
- ❑ **Skills transfer:** Hours required to transfer the knowledge to Transnet system administrators on how to administer the solution going forward (post project) by themselves without any hand holding.
- ❑ **Post implementation maintenance:** For a period of 3 years commencing after project is declared complete.



## Scope of Work

### 2. Hardware/Software Capacity Specification

To accommodate Transnet archive data on service provided, the bidder must design and commission the solution as per the specifications set out in below table:

Resource	Specification Requirement
Archive storage capacity	On-Premises storage with 34PB effective capacity in total, no less than 512TB Cache per storage array, support Synchronous and asynchronous replication Supports unified management of current HCS platform. Supports ransomware detection and WORM security features. Supports the dual-controller active-active redundancy architecture. Failure of any component or a single controller will not cause data loss or service interruption. Disk enclosures can be expanded. BBU power failure protection is supported.
Server resources (For Data Migration)	5*server with 24 cores CPU for each, 100TB disk capacity, no less than 512GB RAM.
Migration Tool & service	Client which could migrate current Transnet old backup copies to new archive storage device.

## Scope of Work

Resource	Specification Requirement
Network capacity	<p>The storage leaf switch must support 48*10GE/25GE and 8*100GE.</p> <p>Supports network virtualization and applies Dual-device deployment to ensure service reliability.</p>

### 3. On-premises Long-term Archive Storage Features Specification

All hardware, software, networking and service requirements must enable the solution to function as an on-premises long-term archive storage system to be provided by the bidder. The following capabilities must be present in the long-term archive storage solution:

#### ❑ Long-term Archive Storage Management Capability

- ✓ The proposed solution can be managed by Transnet Group's current unified management platform to meet the unified architecture and management of all Transnet datacentres in the future, reducing management difficulties and costs
- ✓ The proposed solution should support customizing the content to be displayed on a dashboard, including capacity, performance, resource statistics, and alarms. Centrally manages alarms of physical devices, and allows you to clear alarms, assign alarms, adjust alarm severities, and set alarm sounds.
- ✓ The new archive storage should have built-in backup/archive software, no extra software is needed.



## Scope of Work

### ❑ **Reliability, Security and Disaster Recovery Capability**

- ✓ The proposed solution must support multi-controller redundancy, and the controller would have no single point of failure. If a single controller of a node (dual controller) fails, the failed controller will be switched to the other normal controller in seconds, and the archive service shall not be interrupted.
- ✓ The proposed solution should have two Active-Active controllers in the archive storage. When one controller failed, the business workload could be switched to the other one immediately.

### **4. Implementation and Maintenance Service Specification**

The Bidder should be present when the goods are delivered to help with logistics and to help verify that all goods have been received and that nothing is delivered shortly. The implementation and maintenance services are as follows:

- ❑ **High level design and low-level design:** For the proposed solution, to ensure the solution meets the requirements outline in this RFP Transnet process, the design must be approved by Transnet Architect before any execution of the implementation in a Transnet owned or Transnet nominated data centre.
- ❑ **Hardware installation and commissioning:** The hardware must be delivered to data centres, assembled, installed, powered up and connected to the network.



## Scope of Work

- ❑ **Hardware installation and commissioning:** The hardware must be delivered to data centres, assembled, installed, powered up and connected to the network.
- ❑ **Software configuration:** Set up the proposed solution, create the corresponding capacities for each application or database, the operational guide should be provided after the software configurations are completed as a proof of configurations.
- ❑ **Hardware maintenance specification:** Post implementation maintenance for a period of 3 years. Hardware maintenance should include but not limited to the following aspects:
  - ✓ Routine and proactive maintenance of hardware, including microcode and firmware upgrades to prevent hardware failures.
  - ✓ Source, deliver, and install hardware spares when hardware failure occurs.
  - ✓ The service provider must provide 24 x 7 x 365 remote and onsite technical expertise support.
  - ✓ OEM hardware maintenance and not 3rd party maintenance is required.
  - ✓ Hardware replacement parts must be brand new, genuine, compatible, and equivalent in performance to existing parts and certified by the OEM.
  - ✓ All work, including spares must be accompanied by applicable warranties and/or guarantees.



## Scope of Work

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- ✓ Where possible, hardware maintenance must be done without the interruption to business. In cases where downtime is required, the service provider must negotiate with Transnet for a downtime period which will be after normal working hours or weekends.
- ✓ The service provider must have an established service desk and incident management process.



## **B-BBEE**

### **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

### **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



## Preferential Procurement Regulations 2022

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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

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.

## Transformational Specific Goals as per Transnet Preferential Procurement Policy (TPPP)

Priority will be given to the specific goals to advance areas or categories of persons or groups who were previously disadvantaged. Preferential Procurement point system will be allocated as per the table below:

Preference Point System 90/10 or 80/20				
#	Specific Goal	Number of points		Price
1	B-BBEE Level 1 or 2	5	10	90/80
2	30% subcontracting to designated Groups	5	10	
	Total	10	20	

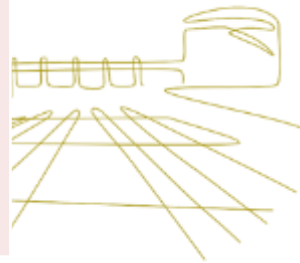




## Transformational Specific Goals as per Transnet Preferential Procurement Policy (TPPP)

Priority will be given to the specific goals to advance areas or categories of persons or groups who were previously disadvantaged. Preferential Procurement point system will be allocated as per the table below:

Specific Goals	Acceptable Evidence
B-BBEE	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline
<p>The promotion of supplier development through sub-contracting or JV for a minimum of 30% of the value of a contract to South African Companies which are:</p> <ul style="list-style-type: none"> <li>I. 30% Black Women owned, 51% Black Youth and 51% Black people with disabilities</li> <li>II. Entities with a specified minimum B-BBEE level (1 and 2)</li> <li>III. EMEs and/or QSEs who are 51% black-owned</li> </ul>	Sub-contracting agreements and Declaration / Joint Venture Agreement and CIPC – B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate as per DTIC guideline

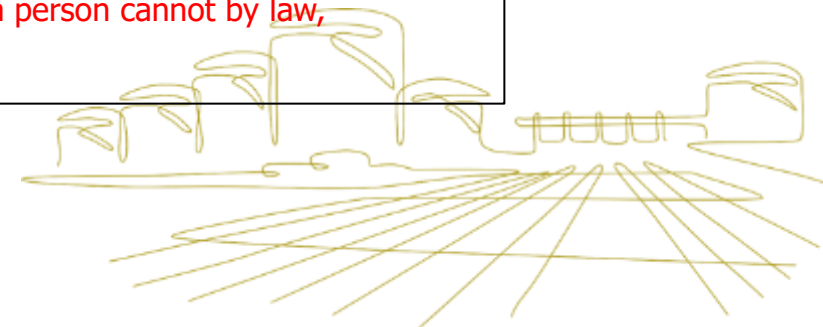




## VALID SWORN AFFIDAVIT

- ❑ Valid B-BBEE Certificate issued by SANAS accredited verification agency or Sworn affidavit.
- ❑ Valid Sworn affidavit must have the following:
  - Name of the deponent,
  - ID number,
  - Designation (Owner, Member or Director),
  - Name of the Entity, (Trading name, registration number and tax number)
  - Percentage of black ownership with designated groups,
  - Indicate financial year and revenue (DD/MM/YYYY)
  - B-BBEE level.
  - Date deponent signed and date of Commissioner of Oath must be the same.

Commissioner of Oath cannot be an employee or ex official of the enterprise because, a person cannot by law, commission a sworn-affidavit in which they have an interest.



# COMMON MISTAKES




- Omitting full name and surname and identity number of the deponent (undersigned-person declaring under oaths).
- Dates of the deponent and commissioner of oaths are not the same
- Date for either commissioner of oaths or deponent is omitted.
- Not completing company financial year information i.e. DD/MM/YYYY
- Not ticking the applicable box on the B-BBEE level contributor
- No stamp of the commissioner of oaths on the B-BBEE sworn affidavit.
- If commissioner of oaths stamp does not have date, it must be written manually and should be the same as for the deponent.
- B-BBEE sworn affidavit must be completed in the presence of the commissioner of oaths.


• **It is the responsibility of the deponent not commissioner of oaths to ensure that B-BBEE sworn affidavit is completed in full.**

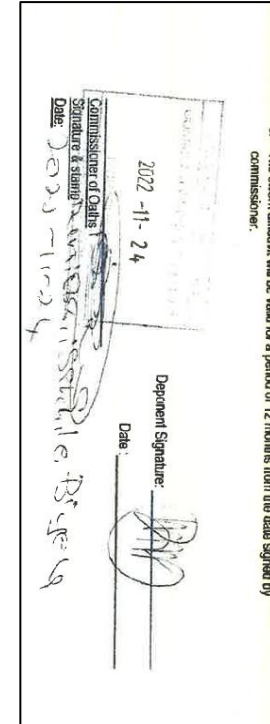
• Black Military Veterans % = \_\_\_\_\_ %

- Based on the Audited Financial Statements/Financial Statements and other information available on the latest financial year-end of 2018 (DD/MM/YYYY), the annual Total Revenue was R10,000,000.00 (Ten Million Rands) or less
- Please Confirm on the below table the B-BBEE Level Contributor, by **ticking the applicable box.**

100% Black Owned	Level One (135% B-BBEE procurement recognition level)	✓
At least 51% Black	Level Two (125% B-BBEE procurement recognition level)	

Deponent Signature:   
Date: 05/12/2022

  
Commissioner of Oaths Signature & stamp Date:  
**BONGINKOSI M. HILTON**  
COMMISSIONER OF OATHS  
EX OFFICIO-BUSINESS ACCOUNTANT (S.A.) 09 JUN 2022  
PR No. SAIBA 7887  
11 WALNUT ROAD, DURBAN, 4001  
TEL: 031 0032944 FAX: 031 301 2855





## Joint Venture

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.

**- Note the following:**

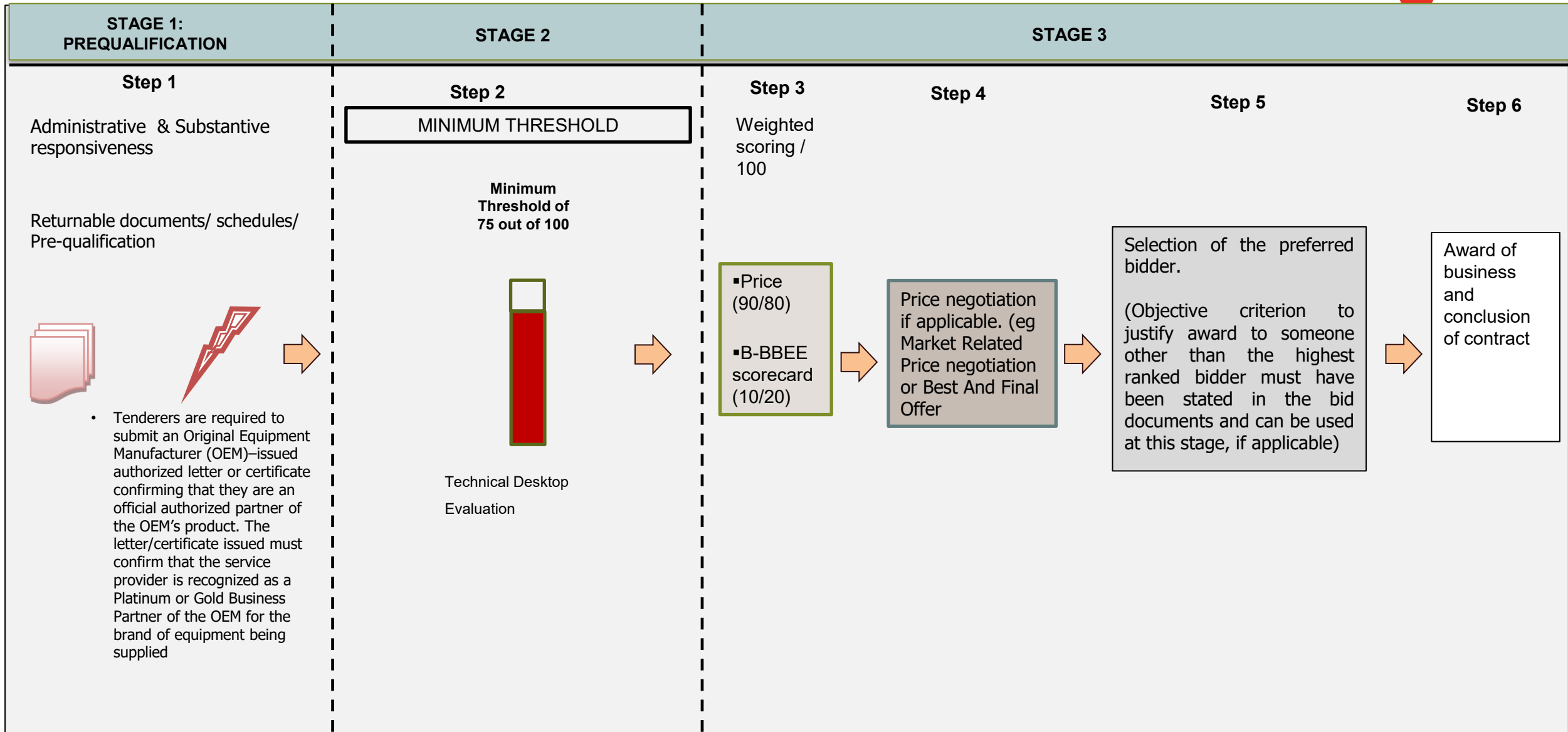
- A consolidated verification certificate is required.
- The consolidation is based on the weighting as defined in the joint venture agreement.
- The respective scores are weighted according to their proportionate share in the joint venture.
- A joint venture certificate is valid for 12 months and only applicable to a specific project.

### Eligibility of a Joint Venture

Joint Ventures are required to compile a consolidated verification certificate. A consolidated verification certificate will consolidate the verified compliance data of joint venture partners in accordance .



# Transnet's evaluation methodology





# Step One: Test for Administrative Responsiveness

**Step 1 :** The evaluations are carried out by the procurement department to identify the non-responsive (non-compliant bids), procurement makes an effort to acquire outstanding documents from the respondent before declaring a responder non-responsive and eliminating a bid

Administrative & Substantive responsiveness check	Yes/No
Whether the Bid has been lodged on time	
Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time	
Verify the validity of all returnable documents	
Verify if the Bid document has been duly signed by the authorised respondent	
Whether any general and legislation qualification criteria set by Transnet, have been met	
Whether the Bid contains a priced offer	
Whether the Bid materially complies with the scope and/or specification given	

## Mandatory Returnable Documents

Section 4: Pricing and Delivery Schedule	
Annexure D : Pricing Schedule	
<p>Whether any Technical Pre-qualification Criteria/minimum requirements/legal requirements have been met as follows:</p> <ul style="list-style-type: none"> <li>• Tenderers are required to submit an Original Equipment Manufacturer (OEM)–issued authorized letter or certificate confirming that they are an official authorized partner of the OEM’s product. The letter/certificate issued must confirm that the service provider is recognized as a Platinum or Gold Business Partner of the OEM for the brand of equipment being supplied</li> </ul>	



# Step One: Test for Administrative Responsiveness

**Step 1 :** The evaluations are carried out by the procurement department to identify the non-responsive (non-compliant bids), procurement makes an effort to acquire outstanding documents from the respondent before declaring a responder non-responsive and eliminating a bid

Returnable Documents used for scoring	Yes/No
Respondent's valid proof of evidence to claim points for compliance with Specific Goals' requirements as stipulated in Section 9 of this RFP	
Valid proof of Respondent's compliance to B-BBEE requirements stipulated in Section 9 of this RFP (Valid B-BBEE certificate or Sworn- Affidavit as per DTIC guidelines)	
All documents as per <b>Annexure A:</b> Technical / Questionnaire Requirements.	
All documents as per <b>Annexure B:</b> Services Rendered	
All documents as per <b>Annexure C:</b> Key Personnel	
Essential Returnable Documents & Schedules	Yes/No
In the case of Joint Ventures, a copy of the Joint Venture Agreement or written confirmation of the intention to enter into a Joint Venture Agreement	
Latest Financial Statements signed by your Accounting Officer or latest Audited Financial Statements plus 2 previous years	
Section 1: SBD1 Form	
Section 2: Notice to Bidders	
Section 3: Background, Overview and Scope of Requirements	
Section 5: Proposal Form and List of Returnable documents	
Section 6 : Certificate Of Acquaintance with RFP, Terms & Conditions & Applicable Documents	
Section 7 : RFP Declaration and Breach of Law Form	
Section 8: RFP Clarification Request Form	
Section 9: Specific Goals Points Claim Form	
Section 11: Job-Creation Schedule	



# Step One: Test for Administrative Responsiveness

Essential Returnable Documents & Schedules	Yes/No
Section 12: SBD 5	
Section 13: Protection of Personal Information	
Section 14: Protection of Personal Information Operator	
Annexure E: Service Level Agreement	
Annexure F: Scope of Work	
Annexure G: Draft Master Agreement	
Annexure H: Transnet's General Bid Conditions	
Annexure I: Transnet's Supplier Integrity Pact	
Annexure J: Non-Disclosure Agreement	
Annexure K: Guide for Bidders	

# Desktop Technical Evaluation





# Step Two: Technical Evaluation Criteria

Requirements	Provide Evidence /Supporting Documents and Include as an Appendix to this Annexure and indicate reference hereunder	Scoring guidelines	Maximum score
<p>Project Experiences and Technical Resources (Reference Letters)</p>	<p>The bidder must demonstrate successful supply, commissioning, and maintenance of a private cloud data center for at least three (3) years cumulative experience since 20 September 2018, evidenced by three (3) customer reference letters.</p> <p>Each reference letter (on customer letterhead, signed, and dated) must confirm:</p> <ul style="list-style-type: none"> <li>• Customer company name and contact details.</li> <li>• Project scope of work (including supply, commissioning, and maintenance of private cloud data center).</li> <li>• Project start and end dates.</li> <li>• Contract value.</li> <li>• Services rendered since September 2018.</li> </ul> <p>As per <b>Annexure B: Services Rendered</b></p>	<ol style="list-style-type: none"> <li>1. 15 Points =Three (3) valid customer reference letters confirming full scope (supply, commissioning, maintenance), dates, and contact details.</li> <li>2. 10 Points =Two (2) valid customer reference letters confirming full scope and details.</li> <li>3. 5 Points = One (1) valid customer reference letter confirming full scope and details.</li> <li>4. 0 Points = No valid reference letters submitted or letters do not confirm required scope and details.</li> <li>5. *Non submission of the relevant certified contactable customer documentation required to confirm reference information will result in that reference to be discarded for evaluation purposes.</li> </ol>	<p>15</p>
<p>Project Experiences and Technical Resources (Key personnel)</p>	<p>The bidder must provide one qualified and certified personnel for each category for the duration of the project, covering the following roles:</p> <ol style="list-style-type: none"> <li>1. Certified Cloud Specialist (OEM certification required)</li> <li>2. Certified Hardware Specialist (OEM certification required)</li> <li>3. Migration Specialist</li> <li>4. Data Protection Engineer / Information Security Professional</li> <li>5. Project Manager</li> </ol> <p>Bidder to provide a list of all key staff that will be servicing the Transnet account, with the qualifications/Certifications of each key staff member in a form of a CV:</p> <ul style="list-style-type: none"> <li>• Full name and surname.</li> <li>• Relevant certifications (OEM certificates for Cloud and Hardware Specialists).</li> <li>• Years of experience in similar projects.</li> <li>• Key technical skills and project involvement.</li> <li>• Project Management</li> </ul> <p>As per <b>Annexure C: Key Personnel</b></p>	<p>2 points = Provide certified cloud specialist for the proposed solution and Architecture</p> <p>2 points = Provide certified hardware specialist for the proposed solution and Architecture</p> <p>2 points = Provide migration specialist for the proposed solution and Architecture</p> <p>2 points = Provide data protection engineer/information security professional for the proposed solution and Architecture</p> <p>2 points = Provide experienced project manager</p>	<p>10</p>



# Step Two: Technical Evaluation Criteria

Requirements	Provide Evidence /Supporting Documents and Include as an Appendix to this Annexure and indicate reference hereunder	Scoring guidelines	Maximum score
Archiving Solution requirements	<p>The proposed archiving solution must:</p> <ol style="list-style-type: none"> <li>1. Provide capacity for both current Huawei Cloud Stack solution and Transnet historical data.</li> <li>2. Support data flow from current Huawei Cloud Stack to the new archiving system.</li> <li>3. Enable data migration from Transnet’s current backup storage to new archive storage.</li> </ol> <p>Bidder to submit supporting documents (e.g., OEM datasheets, architecture diagrams, white papers, screenshots) confirming:</p> <ul style="list-style-type: none"> <li>• Capacity for Huawei Cloud Stack and historical data.</li> <li>• Data flow capability between Huawei Cloud Stack and new archiving system.</li> <li>• Migration process from current backup storage to new archive storage.</li> </ul>	<p>10 Points = Evidence confirms all three requirements: capacity, data flow, and migration ability.</p> <p>5 Points = Evidence confirms any two of the three requirements (Capacity and Data Flow) as they are foundational for the solution to function and integrate with Huawei Cloud Stack.</p> <p>0 Points = No evidence that support the requirement</p>	10
	<p>The proposed solution must:</p> <ol style="list-style-type: none"> <li>1. Integrate with Huawei Cloud Stack (critical).</li> <li>2. Support centralized alarm management for physical devices (critical).</li> <li>3. Enable unified monitoring and management of data resources (locations, alarms, performance).</li> </ol> <p>Bidder to submit supporting documents (e.g., OEM datasheets, architecture diagrams, screenshots) confirming:</p> <ul style="list-style-type: none"> <li>• Integration capability with Huawei Cloud Stack.</li> <li>• Centralized alarm management for physical devices.</li> <li>• Unified monitoring and management of data resources.</li> </ul>	<p>10 Points = Evidence confirms all three requirements: integration, centralized alarm management, and unified monitoring.</p> <p>5 Points = Evidence confirms two critical requirements</p> <p>0 Points = No evidence provided or evidence does not confirm any of the requirement</p>	10



# Step Two: Technical Evaluation Criteria

Requirements	Provide Evidence /Supporting Documents and Include as an Appendix to this Annexure and indicate reference hereunder	Scoring guidelines	Maximum score
Infrastructure requirements	<p>The proposed solution must:</p> <ol style="list-style-type: none"> <li>1. Provide built-in backup and archiving software as part of the infrastructure.</li> <li>2. Ensure no additional third-party backup or archiving software is required for core functionality.</li> <li>3. Support unified management by Transnet current unified management platform.</li> </ol> <p>Bidder to submit supporting documents (e.g., OEM datasheets, architecture diagrams, screenshots) confirming:</p> <ul style="list-style-type: none"> <li>• Built-in backup and archiving capability.</li> <li>• No dependency on external backup or archiving software.</li> <li>• Unified management platform support.</li> </ul>	<p>5 Points = Evidence confirms all requirements: built-in backup, Unified management platform support, archiving software and no need for extra software.</p> <p>0 Points = No evidence provided or evidence does not confirm any of the requirements</p>	15
	<p>The proposed system must:</p> <ol style="list-style-type: none"> <li>1. Be deployed in a cluster architecture.</li> <li>2. Support scalability to at least 32 nodes.</li> <li>3. Provide a unified management UI.</li> <li>4. Ensure High Availability (HA) with tolerance for one node failure.</li> </ol> <p>Bidder to submit supporting documents (e.g., OEM datasheets, architecture diagrams, screenshots) confirming:</p> <ul style="list-style-type: none"> <li>• Cluster deployment capability.</li> <li>• Scalability to 32 nodes.</li> <li>• Unified management UI.</li> <li>• HA with one node failure tolerance.</li> </ul>	<p>10 Points = Evidence confirms all four requirements: cluster deployment, scalability (≥32 nodes), unified management UI, and HA with one node failure.</p> <p>5 Points = Evidence confirms three critical requirements (Cluster deployment capability, Scalability to 32 nodes and Unified management UI)</p> <p>0 Points = Two or No evidence provided or evidence does not confirm any of the requirements.</p>	10



# Step Two: Technical Evaluation Criteria

Requirements	Provide Evidence /Supporting Documents and Include as an Appendix to this Annexure and indicate reference hereunder	Scoring guidelines	Maximum score
Reliability and Information Security	<p>The proposed solution must:</p> <ol style="list-style-type: none"> <li>1. Support dual-controller active-active redundancy architecture (critical for reliability).</li> <li>2. Support disk enclosure expansion.</li> <li>3. Support 3-disk failure for RAID in archive storage.</li> </ol> <p>Bidder to submit supporting documents (e.g., OEM datasheets, architecture diagrams, screenshots) confirming:</p> <ul style="list-style-type: none"> <li>• Active-active redundancy architecture.</li> <li>• Disk enclosure expansion capability.</li> <li>• RAID configuration supporting 3-disk failure.</li> </ul>	<p>10 Points = Evidence confirms all three requirements: redundancy architecture, disk enclosure expansion, and RAID 3-disk failure support.</p> <p>5 Points = Evidence confirms two critical (Dual-controller active-active redundancy architecture and RAID support for 3-disk failure) requirements</p> <p>0 Points = One or no evidence evidence provided or evidence does not confirm any of the requirements.</p>	10
	<p>The proposed solution should support must Support built-in ransomware protection capabilities, including:</p> <ol style="list-style-type: none"> <li>1. Ransomware detection (critical)</li> <li>2. Secure snapshot (critical)</li> <li>3. WORM (Write Once Read Many)</li> </ol> <p>Include a perpetual data license covering required capacity.</p> <p>Submit supporting documents (e.g., OEM datasheets, architecture diagrams, screenshots) confirming:</p> <ul style="list-style-type: none"> <li>• Built-in ransomware detection.</li> <li>• Secure snapshot capability.</li> <li>• WORM functionality.</li> <li>• Perpetual license details.</li> </ul>	<p>10 Points = Evidence confirms all three ransomware protection features (ransomware detection, secure snapshot, WORM) and perpetual license.</p> <p>5 Points = Evidence confirms two critical ransomware protection features: Ransomware detection, Secure snapshot and perpetual license</p> <p>0 Points = One or no evidence provided or evidence does not confirm any of the requirements.</p>	10



# Step Two: Technical Evaluation Criteria

Requirements	Provide Evidence /Supporting Documents and Include as an Appendix to this Annexure and indicate reference hereunder	Scoring guidelines	Maximum score
Energy consumption and space savings	<p>The proposed solution must:</p> <ol style="list-style-type: none"> <li>1. Support high deduplication and compression ratio (≥50:1).</li> <li>2. Support multi-layer variable-length deduplication.</li> <li>3. Support multiple compression technologies.</li> </ol> <p>Bidder must submit supporting documents (e.g., OEM datasheets, architecture diagrams, screenshots) confirming:</p> <ul style="list-style-type: none"> <li>• Deduplication and compression ratio ≥50:1.</li> <li>• Multi-layer variable-length deduplication.</li> <li>• Multiple compression technologies.</li> </ul>	<p>10 Points = Evidence confirms all requirements: High deduplication and compression ratio (≥50:1), Multi-layer variable-length deduplication and Multiple compression technologies</p> <p>5 Points = Evidence confirms two critical requirements: High deduplication and compression ratio (≥50:1) and Multi-layer variable-length deduplication</p> <p>0 Points = One or no evidence provided or evidence does not confirm any of the requirements.</p>	10



## Step Three : Price and B-BBEE

### Broad-Based Black Economic Empowerment criteria [Weighted score 10/20 points]

- B-BBEE - current scorecard / B-BBEE Preference Points Claims Form
- Preference points will be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table indicated in Section 9 no. 1.4 of the B-BBEE Preference Points Claim Form in Section 9 of the RFP.

Preference Point System 90/10 or 80/20				
#	Specific Goal	Number of Points		Price
1	B-BBEE Level 1 and 2	5	10	90/80
2	30% subcontracting to designated Groups	5	10	
	<b>Total</b>	<b>10</b>	<b>20</b>	

Evaluation Criteria	Final weighted score	
Price and Total cost of ownership	90	80
*BBBEE scorecard	10	20
Total	100	100



## Step Four: Post Tender Negotiations (if applicable)

- Respondents are to note 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. Negotiations will be done in a sequential manner i.e.:
  - first negotiate with the highest ranked bidder or cancel the bid, should such negotiations fail,
  - negotiate with the 2nd and 3rd ranked bidders (if required) in a sequential manner.
- In the event of any Respondent being notified of such short-listed/preferred bidder status, his/her bid, as well as any subsequent negotiated best and final offers (BAFO), will automatically be deemed to remain valid during the negotiation period and until the ultimate award of business.
- Should Transnet conduct post tender negotiations, Respondents will be requested to provide their best and final offers to Transnet based on such negotiations. Where a market related price has been achieved through negotiation, the contract will be awarded to the successful Respondent(s).



## Step Five: Objective Criteria (if applicable)

- Transnet reserves the right to award the business to the highest scoring bidder/s unless objective criteria justify the award to another bidder. The objective criteria Transnet may apply in this bid process include:
  - all Risks identified during a risk assessment exercise/probity check (which may be conducted by an authorised third party) that would be done to assess all risks, including but not limited to:
  - the financial stability of the bidder based on key ratio analysis, which would include, but not be limited to Efficiency, Profitability, Financial Risk, Liquidity, Acid Test, and Solvency;
  - A commercial relationship with a Domestic Prominent Influential Person (DPIP) or Foreign Prominent Public Official (FPPO) or an entity of which such person or official is the beneficial owner; and
- the tenderer is not under restrictions, or has principals who are under restrictions, preventing participating in the employer's procurement,
- the tenderer is not undergoing a process of being restricted by Transnet or other state institution that Transnet may be aware of



## Step Six: Award

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- 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) where applicable.
- Alternatively, acceptance of a letter of award by the Successful Respondent will constitute the final contract read together with their RFP response and the Standard Terms and Conditions. This will be stated in the letter of award.



# Annexure D: Pricing Schedule

DATA ARCHIVING SYSTEM THAT HAS THE CAPABILITY TO INTEGRATE WITH THE EXISTING ON-PREMISE INFRASTRUCTURE AND CLOUD SYSTEMS FOR THIRTY-SIX (36) MONTHS					
#	Requirement	Quantity	Year 1 (Inc. VAT (ZAR))	Year 2 (Inc. VAT (ZAR))	Year 3 (Inc. VAT (ZAR))
<b>HARDWARE AND SOFTWARE</b>					
1	Archive storage (including built-in Archiving software) - 34PB effective capacity	1			
2	Server (For data migration)	1			
3	Network (For new archive storage)	1			
4	Cabinet (42U)	1			
<b>SERVICES</b>					
5	Maintenance and Technical Support - 36 months	1			
6	Planning, Design, and Implementation	1			
7	Migration Service - for historical backups	1			
8	Data Recovery Service - for historical backups	1			
9	Skill transfer - Certified training (cover 10 technical individuals)	1			
		<b>Total incl VAT</b>	R0.00	R0.00	R0.00
			<b>A</b>	<b>B</b>	<b>C</b>
		<b>Total incl VAT (A+B+C)</b>			R0.00



# How to Improve Success of Bid Submission

**Most common mistakes/reasons bidders are not successful in their bid submissions**

## Prequalifying Criteria

- Failure to meet mandatory requirements.
- Non-submission of mandatory requirements/supporting as per RFP requirements.
- Invalid / expired mandatory documents submitted.

## Functional Requirements

- Failure to respond to the requirements as per the RFP.
- Response to requirements not clearly articulated in the bid submission.
- Non-submission of supporting documents.
- Not using the technical evaluation criteria as a guide to respond to key requirements for points allocation.

## Administrative

- Bid submission not reviewed internally for completeness, accuracy and relevance to the RFP terms of reference.
- Documents not signed by duly authorised person.
- Documents partially completed
- Last minute submission.



## Questions and Closure

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All questions arising from this non-compulsory briefing session must be put in writing on the (Section 8) RFP Clarification Form submitted on the system and sent to [Sithokozile.Ndaba@transnet.net](mailto:Sithokozile.Ndaba@transnet.net) before **12h00** pm on **22 May 2026**.

TRANSNET



Thank you

