



<b>ICT</b>	
Request for proposal	
REQUEST FOR THE INSTALLATION OF FIBER INFRASTRUCTURE AT EHC RESIDENTIAL COMPLEXES AT NO COST TO EHC, BASED ON A REVENUE-SHARING PARTNERSHIP MODEL RFP EHC/ICTFB/2026	
<b>4. EVALUATION OF THE PROPOSALS</b>	<b>Scope of work</b>
<p>RFP will be evaluated in terms of the below-mentioned criteria:</p> <ul style="list-style-type: none"> <li>• Stage One - Phase One: Mandatory Compliance</li> <li>• Phase Two: Compulsory Administrative Compliance</li> <li>• Stage Three - Price and preference points (80/20)</li> </ul> <p><b>STAGE ONE - PHASE ONE: MANDATORY REQUIREMENTS</b></p> <ul style="list-style-type: none"> <li>• Attendance is compulsory</li> <li>• Failure to attend and sign briefing register will be automatically disqualified</li> <li>• Late submissions will not be accepted</li> <li>• Bidder must sign submission register</li> </ul> <p><b>NB: Service providers who fail to comply with the above requirements will be disqualified and will not proceed to Phase 2 of the evaluation.</b></p> <p><b>STAGE ONE - PHASE TWO: ADMINISTRATIVE COMPLIANCE</b></p> <ul style="list-style-type: none"> <li>• Certified Director's ID copy. (Not older than three months from the closing date)</li> <li>• CK</li> <li>• Up to date municipal account/statement for the company (not in arrears for more than 90 days). In case a bidder is a lessee, a valid original or certified copy of a lease agreement must be supplied</li> <li>• Company pricing with letter head</li> <li>• Valid BBBEE/affidavit (failure to comply bidder will forfeit points allocations of specific goals (80/20 specific goals points allocations as per threshold)</li> <li>• Bank letter not older than three months</li> <li>• Respond to RFP (RFP document)</li> <li>• Signed MBD Forms</li> <li>• Valid Tax Pin</li> </ul>	<p><b>1.BACKGROUND</b></p> <p>Ekurhuleni Housing Company ("EHC") is a Municipal Entity set up in 2000. It was established to undertake the development and management of rental housing stock for low and moderate-income households in the City of Ekurhuleni.</p> <p>Ekurhuleni Housing Company (EHC) derives its mandate from the City of Ekurhuleni (CoE). This mandate is informed by the national housing imperatives that are outlined through the Rental Housing Act, the Social Housing Act, and the MFMA. EHC provides and manages affordable rental housing for the lower income market as an integral part of efforts to eradicate the housing backlog in the Ekurhuleni Metropolis. The main target market comprises of home seekers whose household incomes meet the criteria for the Consolidated Capital Grant (CCG), which comprise of the Restructuring Capital Grant and the Institutional Housing Subsidy, which are available to beneficiaries whose total household income is between R1850 and R22 000 per month.</p> <p>EHC hereby invites suitably qualified and experienced fiber network service providers to submit proposals for a fiber infrastructure installation and revenue sharing partnership at EHC residential complexes.</p> <p><b>2.SCOPE OF WORK</b></p> <p>The successful bidder will be required to:</p> <ol style="list-style-type: none"> <li>a) Design, supply, install, test, and commission fiber infrastructure at the identified EHC residential complexes.</li> <li>b) Implement Chris Hani Village as the pilot and benchmarking site.</li> <li>c) Roll out fibre infrastructure to Pharoeh Park, Airport Park, and Dellville following successful benchmarking.</li> </ol>

**STAGE THREE: PRICE AND PREFERENCE POINTS EVALUATION IN TERMS OF PPPFA REGULATIONS 2022 (AS AMENDED):**

Evaluation In Terms of PPPFA Regulations 2022 (As Amended):

This bid will be evaluated and adjudicated according to the 80/20 preference point system, in terms of which a maximum of 80 points will be awarded for prize and 20 points will be awarded for specific goals CSD report.

80/20 Preference Point Com		Points
<b>PRICE</b>		<b>80</b>
<b>SPECIFIC GOALS</b>		<b>20</b>
Bidder HDI (5pts)		<b>5</b>
Woman (3 pts)		<b>3</b>
Disability (2pts)		<b>2</b>
Youth (2pts)		<b>2</b>
Within Ekurhuleni (8pts)		<b>8</b>
<b>Total</b>		<b>20</b>

**Compulsory Briefing session**

**Date: 13 February 2026**

**Address: Cnr Victoria Street and Linton Street Chris Hani Village Germiston 1400 (next to Fire Station (2nd Floor Auditorium))**

**Time: 11:00 am**

**Closing Date**

**Date: 10 March 2026**

**Delivery Address: Cnr Victoria Street and Linton Street Chris Hani Village Germiston 1400 (next to Fire Station)**

**Time: 11h00 am**

Submission must hand be delivered to EHC head office: Cnr Victoria Street and Linton Street Chris Hani Village Germiston 1400 (next to Fire Station) in a sealed envelope stating the description and RFP NO: **EHC/ICTFB/2026** and **IN A RED TENDER BOX BY THE RECEPTION. PLEASE SIGN SUBMISSION REGISTER FAILURE TO SIGN WILL RESULT TO DISQUALIFICATION**

- d) Operate, manage, monitor, and maintain the fiber network for the duration of the contract.
- e) Provide reliable internet services to EHC tenants on a commercial basis.
- f) Ensure compliance with all applicable legislation, industry standards, and municipal bylaws.

**Technical Proposal Requirements**

The technical proposal must include:

- Detailed fibre network design and architecture
- Description of technology to be deployed
- Implementation plan for:
  - Pilot site: Chris Hani Village
  - Subsequent rollout: Pharoe Park, Airport Park, and Dellville
- Estimated rollout timelines per complex
- Network performance standards (uptime, latency, fault response times)

**Commercial and Revenue-Sharing Proposal**

Bidders must submit a detailed commercial proposal clearly outlining:

- Proposed revenue-sharing percentage (including the data price plans)
- Definition of all revenue streams (e.g. subscriptions, value-added services, etc.)
- Payment frequency
- Revenue reporting format and audit access provisions
- Confirmation that no capital or operational costs will be incurred by EHC

**Operations, Maintenance, and Support Model**

The proposal must clearly define:

- Network monitoring and management approach
- Maintenance and support model
- Customer support channels and operating hours
- Tenant onboarding, billing, and customer service processes

**Contract Duration, Exit Strategy, and Infrastructure Ownership**

The proposal must clearly state:

- Proposed contract duration
- Exit and termination conditions
- Handover or transition arrangements at contract end
- Ownership of fibre infrastructure during and after contract expiry

**NB: please ensure to drop the bid document in a red box by EHC reception**

The entity reserves its following rights:

- To award the bid in part or in full,
- Not to make any award in this bid or accept any bids submitted,
- Request further technical information from any bidder after the closing date,
- Verify information and documentation of the bidder(s),
- Not to accept any of the bids submitted,
- To withdraw or amend any of the bid conditions by notice in writing to all bidders before closing of the bid and post-award, and
- If an incorrect award has been made to remedy the matter in any lawful manner it may deem fit.

Proposals are subject to the Standard Conditions of Tender and the Supply Chain Management Policy of EHC

The entity reserves the right to negotiate with the shortlisted bidder prior to the award and with the successful bidder post award. The terms and conditions for negotiations will be communicated to the shortlisted bidder prior to the invitation to negotiations. This phase is meant to ensure value for money is achieved through the measure of quality that will assess the monetary cost of the items or services against the quality and or benefits of that item or services.

The entity reserves the right to conduct due diligence during the evaluation phases, before the final award, or at any time during the contract period and this may include pre-announced/ non-announced site visits. During the due diligence process, the information submitted by the bidder will be verified and any misrepresentation thereof may disqualify the bid in whole or in part.

### **Proposal & Submission Requirements**

- Bidders should carefully examine the entire TOR; Bidders should become fully aware of the nature of the work and conditions likely to be encountered in performing the work.
- Proposals are to be prepared in such a way as to provide a straightforward, concise delineation of the bidders' capabilities to satisfy the requirements of this RFP.
- Emphasis should be placed on: (i) conformance to the RFP instructions; (ii) responsiveness to the RFP requirements; and (iii) completeness and clarity of content.

### **Experience and Track Record**

Bidders must provide:

- Company profile and years of operation
- Relevant experience in fibre deployments, particularly in residential or multi-dwelling environments
- At least three (3) reference projects with contactable references

### **3. COST AND COMMERCIAL MODEL**

- a) The fiber infrastructure must be installed at no cost to EHC.
- b) The service provider must propose a revenue-sharing model between EHC and the service provider.
- c) The proposal must be clearly outlined.
- d) Percentage revenue split.
- e) Applicable revenue streams.
- f) Payment frequency and reporting mechanisms.

Submissions must hand delivered to EHC head office (at Agnus and Victoria Street Germiston 1400 next to fire station) in a sealed envelope stating RFP NO and Description: **EHC/ICTFB/2026** and IN A RED TENDER BOX BY THE RECEPTION. PLEASE SIGN SUBMISSION REGISTER.

**Contact Person**

Technical (Specification queries)

Mathinyane Selane

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Supply Chain Management (only queries related to SCM)

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