



REQUEST FOR PROPOSAL [RFP] BID PRESENTATION

**PROVISION OF THE SERVICES OF A TFR CLOUD PARTNER
AND BROKER FOR A PERIOD OF 5 YEARS**



RFP DESCRIPTION

PROVISION OF THE SERVICES OF A TFR CLOUD PARTNER AND BROKER FOR A PERIOD OF 5 YEARS

RFP NUMBER	: HOAC-HO-37283
ISSUE DATE	: Tuesday, 28 June 2022
CLOSING DATE	: Tuesday, 26 July 2022
CLOSING TIME	: 12:00 PM
BID VALIDITY PERIOD	: 180 Business Days From Closing Date
TENDER ADMINISTRATOR	: Chadwin Pylman [Chadwin.Pylman@transnet.net]



NOTICE TO BIDDER

- The Bidder must ensure that the correct contact details are provided as TFR may need to communicate after the closing date of this RFP.
- Ensure that all the RFP documents are **signed and / or stamped**.
- Complete the tender document **clearly** and in **black ink / electronically**.
- If mistakes are made – correct properly / legibly with the full signature of Bidder.
- Submit questions if clarity is required
- No copies of the RFP document should be distributed
- Validity period – 180 Business days from date of closing
- **Ensure that your submissions are properly indexed and referenced for ease of adjudication (see last slide of this presentation).**



RFP SECTIONS AND ANNEXURES

SECTION 1: SBD1 FORM

SECTION 2: NOTICE TO BIDDERS

SECTION 3: BACKGROUND, OVERVIEW AND SCOPE OF REQUIREMENTS

SECTION 4: PRICING AND DELIVERY SCHEDULE

SECTION 5: PROPOSAL FORM AND LIST OF RETURNABLE DOCUMENTS

SECTION 6: CERTIFICATE OF ACQUAINTANCE WITH RFP, MASTER AGREEMENT & APPLICABLE DOCUMENTS

SECTION 7: RFP DECLARATION AND BREACH OF LAW FORM

SECTION 8: RFP CLARIFICATION REQUEST FORM

SECTION 9 : B-BBEE PREFERENCE POINTS CLAIM FORM

SECTION 10: SUBCONTRACTING PREQUALIFICATION CRITERIA FORM

SECTION 11: JOB-CREATION SCHEDULE

SECTION 12: SBD 5

SECTION 13: PROTECTION OF PERSONAL INFORMATION



RFP SECTIONS AND ANNEXURES

ANNEXURE A1: TECHNICAL PRE-QUALIFICATION

ANNEXURE A2: TECHNICAL QUESTIONNAIRE

ANNEXURE B: PRICING SCHEDULE

ANNEXURE C: MASTER AGREEMENT

ANNEXURE D: SCHEDULE 1 TO MASTER AGREEMENT

ANNEXURE E: TRANSNET'S GENERAL BID CONDITIONS

ANNEXURE F: SUPPLIER INTEGRITY PACT

ANNEXURE G: NON-DISCLOSURE AGREEMENT

TRANSNET



BRIEFING SESSION



BRIEFING SESSION

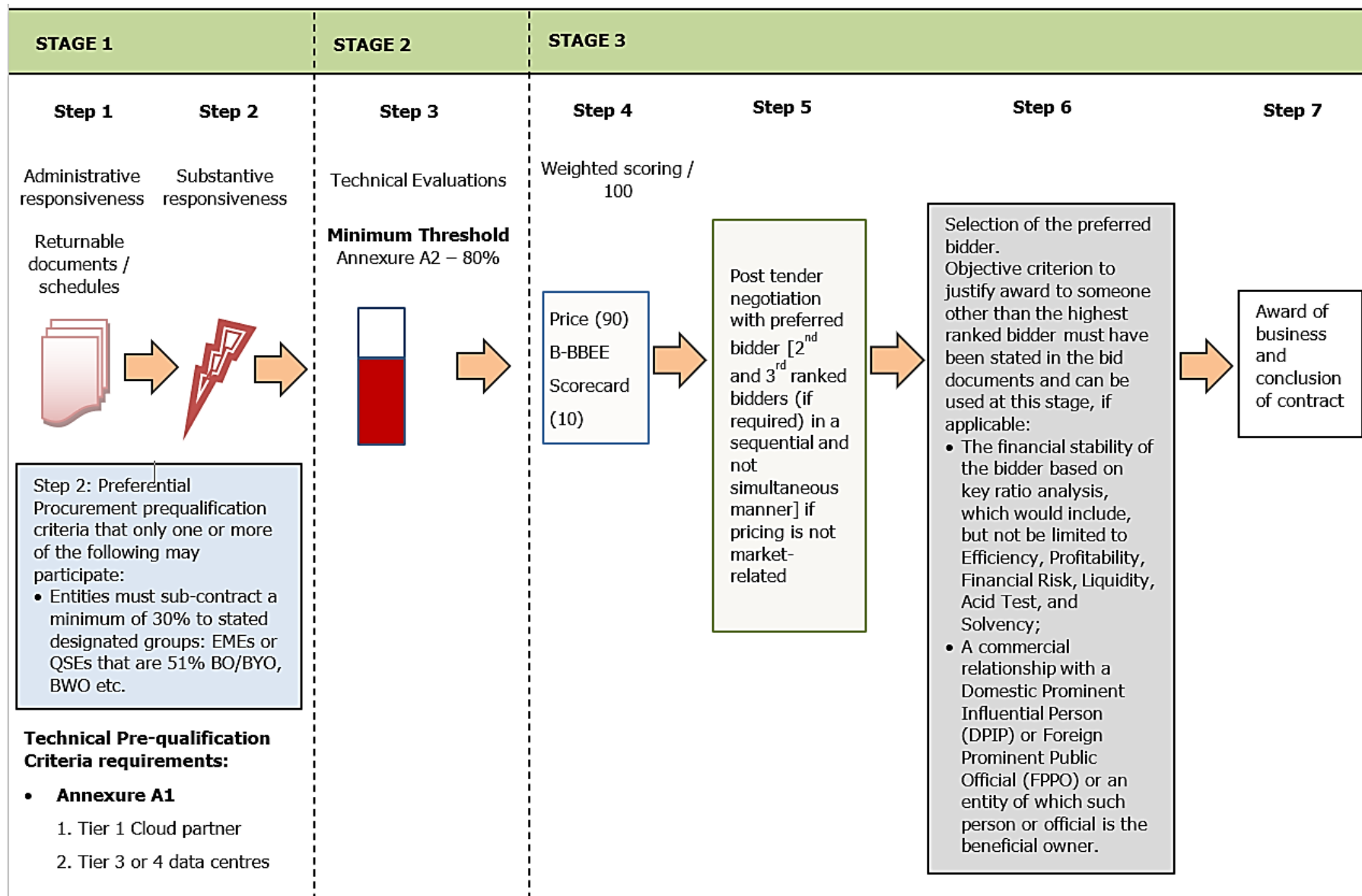
A **non-compulsory** pre-proposal RFP briefing will be conducted on **Microsoft Teams** on **12 July 2022**, at **12:00pm [RSA]** for a period of **± 1 hour[s]**. Respondents to send email to facilitator to receive the meeting link or by selecting the meeting link; [Click here to join the meeting](#). The briefing session will start punctually and information will not be repeated for the benefit of Respondents arriving late.

Despite the briefing session being non-compulsory, Transnet nevertheless encourages all Respondents to attend. Transnet will not be held responsible if any Respondent who did not attend the non-compulsory session subsequently feels disadvantaged as a result thereof.





EVALUATION METHODOLOGY





EVALUATION METHODOLOGY

Administrative responsiveness check	RFP Reference
Whether the Bid has been lodged on time	Section 1 paragraph 3
Whether all Returnable Documents and/or schedules [where applicable] were completed and returned by the closing date and time	Section 5
Verify the validity of all returnable documents	Section 5
Verify if the Bid document has been duly signed by the authorised respondent	All sections

Check for substantive responsiveness	RFP Reference
Whether any general and legislative qualification criteria (excluding preferential procurement) set by Transnet, have been met	All sections including Section 2 paragraphs, 10.2, General Bid Conditions clause 20
Whether the Bid contains a priced offer as prescribed in the pricing and delivery schedule	Section 4
Whether the Bid materially complies with the scope and/or specification given	All sections
Whether any set prequalification criteria for preferential procurement have been met: <ul style="list-style-type: none"> Entities must sub-contract a minimum of 30% to stated designated groups: EMEs or QSEs that are 51% BO/BYO, etc. 	Section 10
Whether any Technical pre-qualification/eligibility criteria set by Transnet have been met	Annexure A1: Technical pre-qualification

Technical Evaluations	Threshold
Annexure A2: Technical evaluations	80%

Evaluation Criteria	RFP Reference
Commercial offer	Annexure B: Pricing Schedule



EVALUATION METHODOLOGY

Thresholds	Minimum Threshold
Annexure A2: Technical evaluations	80%

Evaluation Criteria	Final Weighted Scores
Price	90
B-BBEE - Scorecard	10
TOTAL SCORE:	100





RETURNABLE DOCUMENTS

Mandatory Returnable Documents	Failure to provide all these Mandatory Returnable Documents at the Closing Date and time of this RFP <u>will</u> result in a Respondent's disqualification.
Returnable Documents Used for Scoring	Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, Bidders will receive an automatic score of <u>zero</u> for the applicable evaluation criterion.
Essential Returnable Documents	Failure to provide essential Returnable Documents will result in Transnet affording Respondents a further opportunity to submit by a set deadline. Should a Respondent thereafter fail to submit the requested documents, this may result in a Respondent's disqualification.

MANDATORY RETURNABLE DOCUMENTS	SUBMITTED [Yes/No]	RFP REFERENCE
Section 1: SBD1 Form		
Section 4 : Pricing and Delivery Schedule		
Section 10: Subcontracting Prequalification Criteria Form		
Valid B-BBEE certificate(s) or Sworn Affidavit(s) for proposed subcontractor(s)		
Annexure A1: Technical Pre-Qualification		
Annexure B: Pricing Schedule		
Supporting documents providing proof of Technical Pre-Qualification compliance as per Annexure A1 Prompts of Judgement		



RETURNABLE DOCUMENTS

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes or No]	RFP REFERENCE
Valid proof of Respondent's compliance to B-BBEE requirements stipulated in Section 9 of this RFP (Valid B-BBEE certificate or Sworn Affidavit)		
Annexure A2: Technical Evaluations		
Supporting documents providing proof of Technical compliance and capabilities as per Annexure A2 Prompts of Judgement		

ESSENTIAL RETURNABLE DOCUMENTS & SCHEDULES	SUBMITTED [Yes or 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	
Proof of subcontracting arrangement	
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 9 : B-BBEE Preference Claim Form	
SECTION 11 : Job-Creation Schedule	
SECTION 12 : SBD 5 (NIPP)	
SECTION 13 : Protection of Personal Information	



PREFERENTIAL PROCUREMENT PREQUALIFICATION CRITERIA



PREFERENTIAL PROCUREMENT PREQUALIFICATION CRITERIA

Subcontracting

As prequalification criteria to participate in this RFP, Respondents are required to subcontract a minimum of **30%** [Thirty percent] of the value of the contract to one or more of the following designated groups:

- an EME or QSE;
- an EME or QSE which is at least 51% owned by Black People;
- an EME or QSE which is at least 51% owned by black people who are youth;
- an EME or QSE which is at least 51% owned by black people who are women;
- an EME or QSE which is at least 51% owned by black people with disabilities;
- an EME or QSE which is 51% owned by black people living in rural or underdeveloped areas or townships;
- an EME or QSE which is at least 51% owned by black people who are military veterans; or
- a cooperative which is at least 51% owned by black people.

A bid that fails to meet this pre-qualifying criteria will be regarded as an unacceptable bid. Refer to **Section 10** of the RFP to complete the required **Subcontracting Pre-Qualification Criteria Form**.

- **A BID THAT FAILS TO MEET THIS PRE-QUALIFYING CRITERIA WILL BE REGARDED AS AN UNACCEPTABLE BID. REFER TO SECTION 10 TO COMPLETE THE REQUIRED SUBCONTRACTING PRE-QUALIFICATION CRITERIA FORM.**



ANNEXURE A- TECHNICAL QUESTIONNAIRE



ANNEXURE A- TECHNICAL QUESTIONNAIRE

1. The bidder must provide detailed proof of capability as per prompts of judgment with their submission in order to substantiate their self-scoring.
2. Technical Pre-qualification clauses must be complied with in full. Failure to comply will disqualify your bid from further evaluations.
3. Bidder must ensure to submit Annexure A1: Technical pre-qualification and Annexure A2: Technical Questionnaire sheets fully completed.
- 4. Annexure A1: Technical pre-qualification is a mandatory compliant pre-qualification. Failure to comply and submit supporting evidence will result in your bid being disqualified from further evaluations.**
5. The minimum threshold for Annexure A2: Technical Questionnaire is **80%**, failure to achieve the threshold will result in your bid being disqualified for further evaluations.
6. The bidder must provide declaration for mandatory requirements, to indicate the validity and true reflection of capability, capacity, competency and experience (as applicable) to deliver on the required services



ANNEXURE A1: TECHNICAL PRE-QUALIFICATION

High Level Requirements	Prompt of Judgment	Scoring Matrix
Tier 1 cloud partner	Certificate indicating Tier level from an accredited institution / body	Compliant = Yes Non-Compliant = No
Tier 3 or 4 certified data centre[s] within the borders of South Africa.	Certificate indicating Tier level from an accredited institution / body	

- ANNEXURE A1: TECHNICAL PRE-QUALIFICATION IS A MANDATORY COMPLIANT PRE-QUALIFICATION. FAILURE TO COMPLY AND SUBMIT SUPPORTING EVIDENCE WILL RESULT IN YOUR BID BEING DISQUALIFIED FROM FURTHER EVALUATIONS.**



ANNEXURE A2: TECHNICAL QUESTIONNAIRE

- **THE BIDDER MUST PROVIDE DETAILED PROOF OF CAPABILITY AS PER PROMPTS OF JUDGMENT WITH THEIR SUBMISSION IN ORDER TO SUBSTANTIATE THEIR SELF-SCORING.**
- **ENSURE THAT YOUR RETURNABLE DOCUMENTS ARE PROPERLY INDEXED AND REFERENCED WITH YOUR SUBMISSION FOR EASE OF ADJUDICATION (SEE LAST SLIDE OF THIS PRESENTATION AS A GUIDE).**
- **THE MINIMUM THRESHOLD FOR ANNEXURE A2: TECHNICAL QUESTIONNAIRE IS 80%, FAILURE TO ACHIEVE THE THRESHOLD WILL RESULT IN YOUR BID BEING DISQUALIFIED FOR FURTHER EVALUATIONS.**



ANNEXURE B: PRICING SCHEDULE



ANNEXURE B: PRICING SCHEDULE

Item	Description of Item	Unit of measure	Price [ZAR]
	Provide a detailed cloud consumption and utilization strategy that covers the following fundamental elements		
1	Compute time		
2	Network consumption (outbound/inbound data) – all the factors that impact the network cost		
3	Storage consumption – all the factors that impact the cost of storage in the cloud		
4	Metering - cost of GB transferred per month/charge per storage type/cost per CPU		
5	Provide total pricing for the priceable items as per Annexure A2: Technical Questionnaire		
Additional pricing items required for Cloud solution			
TOTAL PRICE, exclusive of VAT:			
VAT 15% (if applicable)			
Discount(s)			
Total Inclusive of VAT (where applicable)			

- PRICE ALL THE ELEMENTS USING THE SMALLEST UNIT OF MEASURE (I.E., STORAGE COST PER GB PER MONTH, INBOUND/OUTBOUND PER MONTH, COST OF A DEDICATED LINE)**
- A TOTAL CONSOLIDATED PRICE WILL BE UTILISED FOR COMMERCIAL EVALUATIONS ON A LIKE FOR LIKE BASIS**
- BIDDERS TO PROVIDE THE MOST COMPETITIVE PRICING BASED ON ANY ADDITIONAL PRICING ITEMS NOT STATED IN THIS ANNEXURE B, THIS WILL FORM PART OF THE TOTAL PRICE**





PROPOSAL SUBMISSION

Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

a) The Transnet e-Tender Submission Portal can be accessed as follows:

- Log on to the Transnet eTenders management platform website (<https://www.transnet.net>);
- Click on "TENDERS";
- Scroll towards the bottom right hand side of the page;
- On the blue window click on "register on our new eTender Portal";
- Click on "ADVERTISED TENDERS" to view advertised tenders;
- Click on "SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);
- Click on "SIGN IN/REGISTER" - to sign in if already registered;
- Toggle (click to switch) the "Log an Intent" button to submit a bid;
- Submit bid documents by uploading them into the system against each tender selected.
- No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net



PROPOSAL SUBMISSION

eTender Links



- Transnet SOC Ltd Tenders
- Transnet Port Terminals RFQ/Tenders
- Transnet Freight Rail Tenders
- Register on our new eTender Portal
- User Guide

SIGN IN/REGISTER

To register or sign in to the Transnet eTender portal for bid submissions

ADVERTISED TENDERS

To view all Transnet tenders

NB: All Transnet Tenders can also be found on **National Treasury E-Tender portal**

A **User Guide** can also be downloaded to assist with your registration and submissions



PROPOSAL SUBMISSION

Bid Submission structure

RFP Document	Returnable documents	Technical response
<ul style="list-style-type: none"> • All Sections [1-13] ✓ All fields captured, completed, signed, declared. ✓ All pages stamped and / or signed. 	<ul style="list-style-type: none"> • JV agreements [if any] • BBBEE certificate • Tax certificate • Company registration documents. • Financial statements. • All applicable Annexures [A1, A2, B etc.] fully completed and signed • Etc. 	<ul style="list-style-type: none"> • Technical pre-qualification Criteria and Technical evaluation evidence as per prompts of judgment for all criteria. • Prompts of judgment must be clearly labelled for ease of reference • Supporting documents of sub-contracting compliance • Etc.

Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth, or the size of the number of uploads they are submitting. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

A green line graphic consisting of a series of connected line segments forming a jagged, upward-pointing shape.

THANK YOU

