

Request Details

PR No: 10250441

Type: ZDER - Deviation RQ

Cost Centre: 2000 - SAP CCC (FINANCE SUPPORT SERVICES: ERP CENTRE OF EXCELLENCE)

Vendor: -

Description: ERP Capabilities and Gartner For Finance

Practitioner: 930 - LORNA MARTINS

Amount: 2,600,000.00 ZAR

BACKGROUND

The SABC is currently running the SAP on-premises ERP system, which

reaches its end of life and falling out of Original Equipment Ma

nufacturer (OEM) support during 2027. It is in light of this that SABC needs to migrate to a new modernised ERP platform before end

of 2027.

An investment of this magnitude requires prerequisite technical

knowledge, market research as well as access to various experts. Gartner

being industry leader in the space, with archives of research library,

experts and support, provides a strategy critical partnership in the

journey of finding suitable ERP for SABC.

Gartner does not only provide ERP Capability expertise but also critical

finance support and advisory function. This is strategic area for the

modern-day CFO. With Gartner for Finance Leaders, Gartner provides

actionable insight, guidance, tools and diagnostics to help you focus

your efforts, move quickly, confidently make progress on your

mission-critical priorities and address emerging business challenges

REASON

Ordinarily, the SABC would follow the established procurement process to

appoint a new service provider. However, it was decided that it would

not be practicable to follow established procurement process, for the

following reasons:

The process of acquiring a new ERP Solution is a complex intricate

decision requiring body of knowledge that SABC does not have.

The interest in the prospective future bids make it difficult to

manage conflict of interest from various resellers.

The Corporation still has to make funds available for a longer contract, which will look into overhauling the whole ERP system.

SCOPE OF WORK

Details of work are as follows:

- # Define the Ideal Business Outcome
- # Identify Potential Technologies
- # Analyze the Competitive Landscape
- # Validate Requirements < (> &<)> Mitigate Risk
- # Design the RFP Process
- # Validate the RFP Process
- # Issue RFP and Identify Finalists
- # Validate Vendor Selection
- # Secure Proposal - Pricing and T< (> &<)> Cs
- # Review Proposal
- # Partner through the implementation journey
- # Leverage best-practice research to help inform your approach or develop your plan.
- # Measure current performance, structure and process. Benchmark compared to your peers.
- # Find efficiencies in the way you work, improve your processes and build your team's skills.
- # Maximize initiative success through effective delivery and change management.

COST EFFECTIVENESS

It would be efficient if the SABC appoints the same service provider at the subscription amount to secure the service offering for the finance team.

LEGAL IMPLICATIONS

None

RISK & MITIGATIONS

Exposure to making a catastrophic decision in the acquisition of a new ERP, that does not meet business needs

RECOMMENDATION

Based on the motivation provided, it is requested that:

* The Head of SCM Governance to approve the deviation to appoint Gartner for the provision of ERP Capabilities and Gartner for Finance Leaders Service Offering services starting in November 2025 until 31 December 2027, at the total amount of R2 414 400.00, excluding VAT.

* The Head of SCM Governance will sign the letter of award.

* Legal Services will draft the agreement of this effect

NATURE OF DEVIATION
Urgent

VENDOR SELECTION
Gartner#s not only brings awealth of knowledge and expertise, but they are also an industry leader in ERP Capabilities and have Finance Leaders.

They bring with them an well established track record in performing similar services for countless local and international companies.

They provide Finance Support not only to the CFO but the entire finance cluster.

Provide universal access to their archives and library of research and industry espects.

PERIOD
From date of approval - Until 31 December 2027

PURPOSE
The purpose of this submission is to request to deviate from normal procurement process and make direct appointment as per below:

The purpose of this submission is to request to issue a new Purchase Order as per the details below:

Service provider	Gartner
Nature of Goods/Services	ERP Capabilities and Gartner For Finance Leaders Service Offering
Period [Start date and End date]	Until 31 December 2027
Amount	R2,600,000

APPROVERS AND REVIEWERS

Date Actioned	User Name	Actioned By Full Name
20.11.2025	MANITSHANAB	BAKHE MANITSHANA
20.11.2025	MATORET	TENDAI MATORE

20.11.2025	MTHEMBUMS	MICHAEL SENZOSENKOSI MTHEMBU
20.11.2025	MTHEMBUMS	MICHAEL SENZOSENKOSI MTHEMBU
26.03.2026	MOTEBANGT	THATO MOTEBANG