

1. Q AND A FOR RFP 01/04/2021

No	Query/point of clarity	Answer/comment
1.	- What are the projected Merchant numbers for RFP period? - What is their go to market plan?	- No projections available. Please provide volume and tiered based pricing models in your submissions. - Target market: - Small Businesses in both formal and informal sectors (MPOS & POS solutions) - Public Sector and State Owned Companies (SOC) – Integrated POS Solutions - MPOS and POS Merchant services will be offered via the existing 2500 SAPO branches. - Integrated solutions will be offered to Public Sector and SOC via Postbank Key Account Managers and relations. - An online application process will also be available.
2	“We need to find out from PostBank if it is a requirement to use their postilion and whether this would be a dealbreaker?”	Yes, it is a requirement to use the Postbank Postilion (it would be a dealbreaker)