

TENDER DATA

Project title:	Appointment through a panel of cloud platform providers for three (3) years with an optional extension of 2 years
Bid no:	SENT-061-2024-25

1. BACKGROUND

SENTECH is a state-owned company and is the largest broadcasting signal distributor in South Africa. Sentech is a licensed Electronic Communications Network Service provider in South Africa. It operates many telecommunication networks for Satellite, Television, Radio, Internet and more. As such, Sentech is a global enabler of broadcasting and digital content delivery.

SENTECH's strategic focus involves developing telecommunications infrastructure to enable the fourth industrial revolution (4IR). SENTECH is establishing a panel of cloud platform providers that will enable Sentech to create cloud solutions and emerging technologies such as machine learning (ML), artificial intelligence (AI), edge computing and blockchain that will fall within its broadcast media, IT and telecom domains. The panel will allow SENTECH to assess different options as it works to successfully integrate cloud-based technologies into its initiatives.

2. SUBMISSION OF BIDS and CLOSING

2.1 This Bid closes on the date and time stipulated on the Notice and Invitation to Bid (SBD1). Bids can be submitted electronically via the eTender Portal and/or by hand to the tender box at Sentech Offices, Octave Road, Radiokop Ext 3, Honeydew, Johannesburg.

- a) Bidders that opt to deposit their bid documents in the tender box must do so on or before the closing date and time, during working hours only (08:30-15:30). No late submissions will be accepted.
- b) Bidders who opt to submit via the Sentech eTender Portal ("the eTender Portal") are advised that the eTender Portal has a files size limit of 30MB. Bidders must upload their tender documents timeously. The eTender Portal is available 24hrs a day. No late submissions will be accepted.
- c) It is incumbent on the bidder to ensure that their bids are submitted timeously via the selected method before the closing date and time. Sentech will not take any responsibility of any incomplete submissions or late tenders, for any reason whatsoever.
- d) Telegraphic, telephonic, telex, facsimile, e-mail and late Bids will not be accepted.

2.2 This is a two-envelope system for Bid Evaluation. Bidders must submit their proposal and all supporting documentation in a sealed envelope, clearly marked as follows:

- a) For manual submissions, Envelope One must consist of "Original Technical Proposal together with a soft copy in PDF format of an electronic medium e.g. USB etc. The soft copy will consist of a single PDF document containing the complete response. The envelope must contain all information and documents relating to the Bid. (Refer to list of returnable documents).
- b) No Financial Information must be included in Envelope One.
- c) Envelope Two "Original Financial Proposal" (Contract Date and Pricing schedule/schedule of rates as applicable) together with 1 copy of "Financial Proposal" together with a soft copy in PDF format of an electronic medium e.g. Compact Disk (CD), USB etc. The soft copy will consist of a single PDF document containing the complete Financial Proposal.
- d) Bidders are required to place the sealed Envelope One together with the sealed Envelope Two into one sealed envelope or container. The sealed envelope or container must be marked with the following information:

For Attention:

- HEAD OF SUPPLY CHAIN MANAGEMENT

- BID REFERENCE NO: ##
 - TECHNICAL AND FINANCIAL PROPOSALS
 - INSERT CLOSING DATE AND TIME
 - BIDDER'S NAME AND ADDRESS
- e) Bidders that combine their Technical Proposal with the Financial Proposal (or any financial information) will be automatically disqualified and not be evaluated further.
 - f) The financial proposal will only be opened and evaluated should the technical proposal be found to be responsive, being that the technical proposal has met the minimum technical evaluation criteria that are set out in the Bid Documents.
 - g) The Bidders shall insert a table of contents and bind (ring bind or similar method) the proposal documents and verify the page numbers, as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.
 - h) Bidders are required to complete and sign all the returnable documentation (refer to list of returnable documents) and initial all pages, drawings and brochures which are included in the reply as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.
 - i) Late submissions will not be considered.
 - j) For online submissions via the e-Tender portal, submission requirements are directed by the system. Bidders must follow instructions in the Bidder's manual.

3. SIGN AND INITIAL

Bidders are required to complete and sign the Bid Forms where required and initial the bottom of all pages, drawings and brochures which are included in the submission as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.

Only original signatures will be accepted.

4. COMPLETION OF BID DOCUMENTS

Bidders must ensure that they complete all sections of the Bid Documents as per the requirements in the Bid.

Bidders must use only the Bid documents provided by Sentech. Photocopying of the Bid document is permitted however Bidders must not retype or redraft the Bid documents.

5. COSTS OF PREPARING THE BID SUBMISSION

Bidders shall bear all costs associated with the preparation and submission of the proposals. Sentech shall under no circumstances be held responsible or liable for any costs incurred during the bidding process.

6. ADMINISTRATIVE RESPONSIVENESS CRITERIA

Bidders are required to ensure that they meet all the Administrative Responsiveness Criteria.

7. BBBEE CODES AT SENTECH

Sentech complies with the codes of good practice as prescribed by the DTI, to advance Broad Based Black Economic Empowerment.

8. SUBCONTRACTING AS A CONDITION OF BID

The successful Bidder must subcontract a minimum of _____% of the value of the contract to _____ (specify the designated group targeted).

9. TRANSFORMATION PLAN

A transformation plan is a record of activities an entity intends to undertake to improve its BBBEE Level through Ownership, Management and Control; Skills Development; Enterprise and Supplier Development and Socio-Economic Development.

Sentech reserves the right to request a BBBEE transformation plan with clearly defined timelines and milestones if the recommended Bidder does not meet Sentech's transformation goals. These milestones must be achieved over the term of the contract. This transformation plan must be submitted within 10 working days from the written request, failing which Sentech reserves the right to withdraw its appointment of the preferred recommended Bidder.

10. LOCAL PRODUCTION AND CONTENT

In the case of designated sectors, where in the award of Bids, local production and content is of critical importance, such Bids will contain a specific bidding condition that only locally produced goods, services or works or locally manufactured goods, with a stipulated minimum threshold for local production and content will be considered.

Does this requirement fall under any designated sector as prescribed by the DTI?	Yes	No
If yes, specify the sector		
Specify minimum threshold applicable		

*Bidders must fill in the SBD6.2 for Local Content and Production

11. EVALUATION CRITERIA

The evaluation criteria are stipulated in 18 below. It is the Bidder's responsibility to ensure that it has responded to the evaluation criteria. Failure to meet the evaluation criteria will result in the Bidder not being evaluated further. Bidders must ensure that they have included all supporting documentation required to support their response to the Bid.

12. OBJECTIVE CRITERIA

Sentech reserves the right not to consider proposals from Bidders who are currently involved in litigation with Sentech. Sentech further reserve the right not to award this tender to any Bidder based on the proven poor record of accomplishment of the Bidder in previous projects with Sentech. Bidders who are blacklisted or have committed any acts of fraud and/or misrepresentation of facts e.g. tax compliance, BBBEE, company financials, etc. will be eliminated from the bid.

13. AWARD OF BID/S

Sentech may appoint one or more suppliers, in whole or in part, or not appoint any supplier/s at all, and/or cancel the bid in its entirety, at Sentech's sole and exclusive discretion, in order to satisfy various needs which may be identified, and to manage certain risks associated with the supply of goods or services specified in respect of the Bid.

14. ALTERNATIVE/SUBSTITUTE PRODUCTS

In the case of contracts and/or panels which are in excess of 12 (twelve) months, Sentech shall be entitled to consider alternative products and product upgrades during the tenure of the contract and/or panel in order to accommodate new products and upgrades in the market. Bidders are required to bring all such developments to the attention of Sentech for approval. No alternative products may be supplied without Sentech's prior written approval.

15. BRIEFING SESSION

Should there be a compulsory briefing session for this Bid, Bidders must ensure that they attend the briefing session and sign the attendance register, as non-attendance or failure to sign the attendance register will automatically disqualify a Bidder from submitting a proposal for this Bid.

All questions raised by Bidders post the briefing session will be consolidated and shared with all Bidders at least seven (7) calendar days prior to closing.

16. CLARIFICATION

Enquiries related to Bid documents may be addressed to the Bid Administrator and Supply Chain Official as stated in SBD 1 Notice and Invitation to Bid.

17. BID EVALUATION METHOD

This Bid will be evaluated as described in the table below.

A 80/20 system will be followed for Technical and Price offer	1. Stage 1 – Administrative Responsiveness Evaluation All the Technical Proposals will be evaluated against the Administrative responsiveness requirements as set out in the list of returnable documents. 2. Stage 2 – Mandatory Evaluation All Proposals that qualify based on the administrative responsiveness requirements will be evaluated against the Mandatory Evaluation Criteria 3. Stage 3 – Functional Criteria All Proposals that qualify from Stage 2 Mandatory criteria will be evaluated against Functional Criteria. Stage 3 has a minimum qualifying score of 55 points out of 60 points. Bidders who fail to obtain this minimum score will not be evaluated further. 4. Stage 4 – Platform Demonstration and Risk Assessment Bidders complying with Stages 1, 2, and 3 will be required to present and demonstrate the proposed cloud platform to enable SENTECH to clarify further questions that might arise from the evaluation process. The evaluation committee reserves the right to conduct a risk assessment on all bidders to establish and assess capacity and risk level to Sentech if a bidder is to be appointed to deliver cloud services. 5. Stage 5 – Price and Preference (N/A) Financial Proposals for Qualifying Bidders will be opened and evaluated. Bidder's financial offers and BEE certificates will be ranked according to price and preference points from the highest number of points to the lowest.
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18. ADMINISTRATIVE RESPONSIVENESS REQUIREMENTS

To be administratively responsive, Bidders must ensure that they meet all the below mentioned criteria. Bidders that do not meet all the below mentioned criteria may not qualify to be awarded the Bid. Sentech reserves its rights in respect of the below criteria.

- Complete and return all documentation stipulated in the LIST OF RETURNABLE DOCUMENTS.
- All correspondence must be in English.
- Bidders must fill in all sections of this document (where applicable).
- **BLACK INK** must be used when completing the Bid documents.
- Bidders must use only the Bid documents provided by Sentech. Photocopying of the Bid document is permitted however Bidders must not retype or redraft the Bid documents.
- All corrections must be initialled. The use of corrective fluid is strictly prohibited.
- Bidders are required to fill in and sign the Bid Forms and initial all pages, drawings and brochures which are included in the reply as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.
- Bidders must complete an attendance register at each compulsory site meeting attended.
- Appointment of a Bidder will be subject to signing, declaration and submission of SBD 1, 3.1, 3.2, 3.3, 4, 5, 6, 1, 6.2 8, and 9 depending on applicability.
- Complete and sign the Contract Data.
- Should this be a 2 envelope or 2 stage system, Bidders **MUST** separate the technical proposal from their financial proposal. The technical and financial proposals must be placed in two separate sealed envelopes.

19. AUTOMATIC DISQUALIFICATION

Sentech reserves the right to automatically disqualify Bidders from being awarded this Bid. The following will lead to automatic disqualification:

- Failure to submit a financial proposal, if required.
- The Bidder is or has been involved in any act of corruption or fraud or bribery or collusion or attempt to influence any employee of Sentech to award this Bid or any other Bid to it.

20. TECHNICAL RESPONSIVENESS COMPLIANCE

The Technical Evaluation will encompass the evaluation of:

- Mandatory Criteria
- Functional / Technical Criteria
- Demonstration and Risk Assessment

21. TECHNICAL EVALUATION CRITERIA

21.1 Mandatory Eligibility Criteria

The following criteria are mandatory for ALL BIDDERS:

Item No.	Mandatory Eligibility Criteria	Attach evidence	Provide the reference page number in your proposal.
1.	The Cloud Platform Provider should have cloud infrastructure in South Africa and provide commercial cloud infrastructure services.	Company profile and details of cloud datacentres locations and infrastructure deployed within South Africa.	
2.	Have local support and professional services in South Africa.	Details of support centres/offices located in South Africa - physical addresses as evidence of local presence.	

NOTE: Bidders that do not comply with all the above criteria will not be evaluated further.

21.2 Functional Criteria

Item No.	Description of Functional Criteria	Proof of Compliance (Reference) E.g. File A, Pg. 24, Paragraph 2 or Table 3b (Indicate below)	Score Per Functional Criteria
1.	Cloud Infrastructure Flexibility and Scalability		5
1.1	The cloud platform should offer on-demand, automated provisioning of compute, storage, and network resources.		1
1.2	Network resources should be readily scalable and adaptable to changing needs, with usage-based billing.		1
1.3	The system should demonstrate near real-time responsiveness to scaling requests.		1
1.4	The cloud platform must exhibit core cloud computing characteristics, including multi-tenancy, broad network accessibility, resource pooling, service-oriented		1

	architecture, rapid elasticity, dynamic resource allocation, and consumption-based pricing.		
1.5	Have edge computing functionality to support CDN services.		1
2.	Application Development and Deployment Platform		3
2.1	The platform should provide a comprehensive Platform as a Service (PaaS) offering.		1
2.2	It must support current and future needs in data analytics, DevOps, and DevSecOps methodologies.		1
2.3	The platform provider should offer solutions that enable the seamless design, testing, deployment, and management of advanced analytics applications, including predictive modelling, within the cloud environment.		1
3.	Hosted Software Solutions		3
3.1	The cloud platform provider must indicate the capacity to host and manage Software as a Service (SaaS) offerings.		1
3.2	The offering should include both pre-built and custom-developed applications.		1
3.3	The cloud platform provider should confirm their ability to support bespoke software solutions across diverse sectors, such as education, broadcasting etc.		1
4.	Hybrid Cloud Capabilities and Interoperability		2
4.1	The cloud platform provider must showcase expertise in hybrid cloud environments and seamless integration between on-premises and cloud-based systems.		2
5	Professional Services		2
	The cloud platform provider should verify the inclusion of associated services, such as training programs, consulting services, system and network integration, and performance assessment services.		2
Total			15

Total minimum qualifying functional score is 13 out of 15 maximum points.

21.3. Platform Demonstration and Risk Assessment

Bidders who have successfully met the mandatory requirements and scored qualifying points in functional requirements will be required to demonstrate the system's capabilities.		
Item no.	Demonstration Requirement	Comply Yes/No
1.	Storage capacity capabilities Assessment of data durability, redundancy, availability etc	
2.	Compute Power and Scalability Ability to meet future workload demands and spikes in processing needs	
3.	Management and Analytics Tools Ease of use, functionality and customisation options	
4.	Database Options and Performance Suitability of database types/schemas for SENTECH's data needs	
5.	Edge Network Demonstrate edge computing capabilities to enable low-latency content delivery via Content Delivery Network	
6.	Network Performance and Security Connectivity, bandwidth, protection of data in transit and endpoints	
7.	Security Controls and Compliance Identity, access and authorisation controls, encryption, auditing	
8.	Billing and Pricing Transparency Predictability, flexibility, reporting and dispute resolution process	
9.	Monitoring and Audit Logs Visibility, retention and searchability of operational activity	
10.	Differentiating Capabilities Assessment of advanced and customised offerings	
The overriding objective of the risk assessment is to understand any risks in SENTECH's cloud environment, operations and strategic objectives.		

22. Evaluation of Price and Preference (N/A)

This Bid will be evaluated on a points system based on a weighted average score for Price and Preference as per the Preferential Procurement Framework Act of 2000 (Act 5 of 2000).

23. Preference Point allocation – 80/20

Price / Preference	Weighting percentage
Preference:	20%
Price:	80 %
Total must equal:	100%

Sentech will award preference points as follows:

Goal	Points	Evidence required
Historically disadvantaged by unfair discrimination on the basis of Race	10	A valid BBBEE Certificate showing at least 51% black ownership
Historically disadvantaged by unfair discrimination on the basis of Gender (women)	8	A valid BBBEE Certificate showing at least 30% women ownership
Historically disadvantaged by unfair discrimination on the basis of disability	2	A doctor's note confirming disability
Total Points	20	

24. Price Calculation 80/20

The following formula will be used to calculate the points for price.

$$P_s = 80 \left[1 - \frac{(P_t - P_{min})}{P_{min}} \right]$$

Where:

P_s	=	Points scored for price of bid under consideration
P_t	=	Rand value of bid under consideration
P_{min}	=	Rand value of lowest acceptable bid

25. Declaration of Authority

The undersigned, who warrants that he / she is duly authorised to do so on behalf of the enterprise, confirms that the contents of this Bid Data is understood and all requirements will be adhered to.

Name of Bidder	Signature	Date	Designation

TABLE 1: REFERENCES

Please complete the customer reference table and relevant Contact telephone number and attach reference letters.

Customer		Service Provided	Contact Person	Contact no.	tel.	Contractual commencement date	Contractual completion date
1							
2							
3							
4							

5						
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Name of Tenderer	Signature	Date