

REQUEST FOR QUOTATION

SENTECH INVITES SUPPLIERS FOR:

Project title:	APPOINTMENT OF A SERVICE PROVIDER FOR 5G SIMCARDS AND SUPPORT SERVICES		
Quotation or Proposal no:	6000002252		
RFQ Issue date:	18/09/2024		
Closing date:	25/09/2024		
Closing time:	12h00	Validity period:	90 days

You are invited to provide a quote to deliver the goods, services or works defined in the Scope of Work.

QUOTATIONS OR PROPOSALS TO BE RETURNED TO:

Quotations Administrator	Zanele Zulu
Telephone no:	011 471-4000
E-mail:	Quotations6@sentech.co.za

Form of Offer and Acceptance

Offer

The Employer, identified in the Acceptance signature block, has solicited offers to enter into a contract for the services as stated in the RFQ: Scope of Work

The Service Providers, identified in the Offer signature block, has examined the documents listed in the RFQ and addenda thereto as listed in the Returnable Schedules, and by submitting this Offer has accepted the Conditions of this RFQ.

By the representative of the Service Provider, deemed to be duly authorised, signing this part of this Form of Offer and Acceptance the Service Provider offers to perform all of the obligations and liabilities of the RFQ under the contract including compliance with all its terms and conditions according to their true intent and meaning for an amount to be determined in accordance with the conditions of contract identified in the RFQ.

THE OFFERED TOTAL OF THE PRICES INCLUSIVE OF VAT IS:

(in words)
Rand
 ;
 R.....(in figures)

THE OFFERED PRICES ARE AS STATED IN THE PRICING SCHEDULE

This Offer may be accepted by the Employer by signing the Acceptance part of this Form of Offer and Acceptance and returning one copy of this document including the Schedule of Deviations (if any) to the Service Provider before the end of the period of validity stated in the RFQ, or other period as agreed.

Signature(s)

Name(s)

Capacity

**For the
tenderer:**

(Insert name and address of organisation)

Name &
signature of
witness

Date

Acceptance

By signing this part of this Form of Offer and Acceptance, the Employer identified below accepts the Service Providers Offer. In consideration thereof, the Employer shall pay the Service Provider the amount due in accordance with the conditions of the RFQ. Acceptance of the Service Providers Offer shall form an agreement between the Employer and the Service Provider upon the terms and conditions contained in this RFQ.

Deviations from and amendments to the documents listed in the RFQ and any addenda thereto listed in the Returnable Schedules as well as any changes to the terms of the Offer agreed by the Service Provider and the Employer during this process of offer and acceptance, are contained in the Schedule of Deviations attached to and forming part of this Form of Offer and Acceptance. No amendments to or deviations from said documents are valid unless contained in this Schedule.

The Service Provider shall within two days of receiving a completed copy of this agreement, including the Schedule of Deviations (if any), contact the Employer's agent to arrange the delivery of any securities, bonds, guarantees, proof of insurance and any other documentation to be provided in terms of the conditions of contract identified in the RFQ. Failure to fulfil any of these obligations in accordance with those terms shall constitute a repudiation of this agreement.

Notwithstanding anything contained herein, this agreement comes into effect on the date when the Service Provider receives one fully completed original copy of this document, including the Schedule of Deviations (if any).

Signature(s)

Name(s)

Capacity

**for the
Employer**

(Insert name and address of organisation)

Name &
signature of
witness

Date

RFQ Data

1. ADMINISTRATIVE RESPONSIVENESS CRITERIA

- 1.1. Suppliers are required to ensure that they meet all the Administrative Responsiveness Criteria. Suppliers that do not meet all the Administrative Responsive Criteria may not be awarded this Quote. It is the service provider's responsibility to ensure that they are tax compliant and that all required information is submitted to Sentech. Supplier's providing quotations must be registered on the Sentech Supplier Database.
- 1.2. **Quotations must be in a Company Letterhead.**
- 1.3. Quotations or Proposals must be received on or before the closing date and time specified on the Call for Quotation or Proposal document.
- 1.4. Quotations or Proposals must be fully completed and signed in BLACK ink.
- 1.5. Quotations must be submitted via Email.
- 1.6. The Tenderer undertakes to the Purchaser that it will treat as confidential the terms of this RFQ together with all the Purchaser's confidential information and will not disclose such confidential information to any person, firm or company (other than to its auditors and other professional advisers) or to the media, and will not use such confidential information other than for the purposes of this RFQ, subject always to any prior specific authorisation in writing by the Purchaser to such disclosure or use."

2. SCOPE OF WORK

SENTECH's aim with this RFQ is for the supplier to provide 5G SIM cards, professional and support services. The SIM card solution will include physical and eSIM and managed on a cloud-based platform. The supplier must submit product sheets and brochures detailing the proposed product's capabilities and compliance with current 3GPP/GSMA standards for approval.

3. AWARD OF RFQ'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.

4. RATE OF EXCHANGE, CURRENCY FLUCTUATIONS AND CURRENCY

All bid prices quoted shall be in South African Rands (ZAR). If prices are in a foreign currency, the rate of exchange quoted shall remain fixed throughout the term of the agreement. Bidders will bear the risk of and all cost/s associated with currency fluctuations, therefore Bidders shall be required to manage such risk in their bid price.

5. GENERAL - PRICES

All prices shall be quoted in ZAR.

Unless written approval has been obtained from Sentech, no adjustment in contract prices will be made. Applications for price adjustment must be accompanied by documentary evidence in support of any adjustment.

6. PRICE NEGOTIATIONS

Sentech reserves the right to negotiate market related prices and discounts. If market-related prices are not agreed to, Sentech reserves the right to cancel the Bid.

7. EVALUATION CRITERIA

The evaluation criteria are stipulated in 7 below. It is the Bidder's responsibility to ensure that they have 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

8. RFQ EVALUATION METHOD

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

Evaluation Method	1. Stage 1 – Administrative Responsiveness Evaluation All the Quotations will be evaluated against the Administrative responsiveness requirements as set out in section 2 of the RFQ Data. 2. Stage 2 – Functional Evaluation Criteria The proposals that COMPLY with the Mandatory evaluation criteria be evaluated against the Functional Criteria. Suppliers meeting the minimum requirement will be evaluated further. 3. Stage 3 – Price and Preference Suppliers with the lowest Price offered will score the highest points. Only Suppliers that submit a valid B-BBEE Certificate can claim preference points in line with the 80/20 Suppliers with the highest number of points will be recommended for the award of this quotation, unless there are compelling and justifiable reasons not to do so.
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8.1. Mandatory Evaluation Criteria

Mandatory Criteria	Eligibility	Compliant (Indicate Yes or No)	What Proof is required to show compliance to Mandatory Eligibility Criteria	Reference proof supplied by referencing the page number where the information is located in your Tender submission
Bidder has five (5) years or more experience in providing and managing SIM cards and/or eSIM and related technologies.			Provide 3 or more references for the successful supply and management of SIM cards and related technologies on company letterhead.	
NOTE: Bidders that do not comply with all the above criteria will not be evaluated further.				

8.2. Functional Evaluation Criteria

	Functionality Criteria	Proof Required	Max Points
	SECTION A		33
1.	SIM cards		4
1.1	5G physical SIM card and eSIM comply with security regulations - 3GPP and/or GSMA.	Documentation of compliance with 3GPP/GMSA security standards. (2)	2
1.2	Availability of Physical Card - Form Factors - 2FF, 3FF, 4FF and multi-card.	Test reports and validation results that demonstrate the product's performance and functionality in each form factor available, (2)	2
2	SIMCARD and e-SIM Management Capabilities		27
2.1	The system proposed complies with GSMA's Remote SIM Management specifications. If an alternative solution is proposed, provide compliance with 3GPP or related standards.	Documentation including test reports, certification, and or compliance statements. (2)	2
2.2	SIM Card Inventory Management - manage physical and eSIM card inventory, including data analytics and reporting.	Compliance with Industry SIM card Inventory Management Specifications Standards – GSMA/ 3GPP. Provide documents to substantiate your response (3)	3
2.3	Subscription Management Creation, Modification, cancellation, suspension, and reactivation of Resources. Include changing parameters such as data limits, voice minutes, SMS allocations, international roaming, data plan upgrades, bundle allocation, and IoT/M2M features.	Documents showcasing compliance with Industry Subscription Management Standards(GSMA, 3GPP) and implementation workflows(3)	3
2.4	Fraud Compliance - Robust authentication and authorisation mechanisms to prevent unauthorised access and changes to SIM profiles.	Documentation of compliance with relevant security standards, that includes security implementations strategies such as Logs, Access Control procedures used for SIM profiles and systems. (4)	4

2.5	Encryption - end-to-end encryption to protect SIM data and communication between the SIM and the management platform.	Documentation of the encryption algorithm used to protect SIM data and communication, aligning to Cryptographic and Key Management protocol standards (4)	4
2.6	Subscription Management Creation, Modification, Cancellation, Suspension, and Reactivation of Resources. Include changing parameters such as data limits, Voice minutes, SMS allocations, international roaming, data plan upgrades, Bundle allocation, and IoT/M2M features.	Compliance with Industry Subscription Management Standards(GSMA, 3GPP). Provide documents to substantiate your response (3)	3
2.7	Integration and Interoperability - (SIM card/ eSIM Support, Device Support, API and SDK Support) - This includes the ability to integrate with 3 rd party OSS/BSS systems and ERP systems.	Provide documentation to showcase include SIM card and eSIM support, device support, integration with third-party OSS/BSS systems, and interoperability testing reports	5
2.8	OTA (Over-the-Air) Module - capability to perform OTA updates, including firmware updates, profile updates, and configuration changes.	Documentation of the OTA, Firmware, and Profile update process, including implementation workflow procedures.(3)	3
3	Training		2
3.1	Available training, and documentation on the online platform(s) and overall usage of the system.	Documentation that outlines the training program. (2)	2

The total minimum qualifying functional score is 25 points out of 33 points.

8.3 Pricing

SECTION B - Pricing Proposal

Number	Items	Description	Quantity	Total Cost
1	5G SIM card / eSIM	Ruggedised SIM cards	5000	
2		5G SIM card	5000	
3		eSIM	5000	
4	Services	Customer Profile Setup Fees		
5	Services	SIM card Layout, Packaging, and design for physical SIM cards.		
6	SIM Card Management Platform	Cloud-based SIM Card and eSIM Management Platform. Indicate the business model and the related pricing.		
7	Support Services	Sim Management Platform Support and Service Level Agreement (per annum costs)		
8	Training	Training on SIM card Management Platform	Online	
	Final Cost (Ex Vat)			
	Final Cost (Including VAT)			

Note: if other items can be recommended, kindly add costing and product sheets. This will not form part of the evaluation.

3. Preference Point allocation – 80/20

Sentech's Specific goals emanate from the section 2(1)d of the Preferential Procurement Policy Act which may include contracting with persons or categories of persons, historically disadvantaged by unfair discrimination on the basis of race, gender and disability. The Reconstruction and Development Programme as published in Government Gazette No 16085 dated 23 November 1994

Sentech will award preference points as follows:

Goal	Points	Evidence required
Historically disadvantaged by unfair discrimination on the basis of Race	10	A valid BBEE Certificate showing at least 51% black ownership
	5	A valid BBEE Certificate showing at least 25.1 – 50% black ownership

Goal	Points	Evidence required
	3	Black owned company showing at least 5 – 25% black ownership
	0	Below 5%
Historically disadvantaged by unfair discrimination on the basis of Gender (women)	8	A valid BBEE Certificate showing at least 51% women ownership
	4	A valid BBEE Certificate showing at least 25.1 – 50% women ownership
	2	A valid BBEE Certificate showing at least 5-25% women ownership
	0	A valid BBEE Certificate showing at less than 5% women ownership
Historically disadvantaged by unfair discrimination on the basis of disability	2	A doctor's note confirming disability, confirmation of disability from the Department of Labour, BEE certificate or equivalent confirmation.
Total Points	20	

4. Price Calculation 80/20

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

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

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