

TENDER DATA

Project title:	Appointment of a service provider for Supply and Installation of Balanced Analogue Audio Encoders at STP.
Bid no:	SENT-018-2025-26

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 currently 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 encodes Analogue Radio services for the DTH Transmission and FM Distribution from the Headend. The current solution has multiple conversions in the signal chain before Encoding the services. To refresh and optimise the current Radio encoding solution Sentech requires a proven solution that has minimal conversions and a reduced equipment count in the signal chain. Sentech requires a solution to Encode Analogue Radio services to the Encoded MPEG Transport Stream output. The solution should be able to output MPEG Transport Stream over IP on both Multiple Program Transport Stream(MPTS) and Single Program Transport Stream(SPTS). The Encoders should support the Encoding formats used in the Sentech Headend which are AAC and MPEG Layer 2. The output of these Encoders will be connected to the MPLS network where streams are either UDP or RTP network protocol.

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, **corrupt files** 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) 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.
- f) 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.
- g) 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.
- h) Late submissions will not be considered.
- i) 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.

Both original signatures and electronic 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. BID VALIDITY

This Bid shall remain valid for a period of 90 days only. An extension of the Bid validity, if justified in exceptional circumstances, shall be requested in writing from all Bidders before the expiration of the 90-day period.

6. COSTS OF PREPARING THE BID SUBMISSION

Bidders shall bare 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.

7. ADMINISTRATIVE RESPONSIVENESS CRITERIA

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

8. BBBEE CODES AT SENTECH

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

9. 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).

10. 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.

11. 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

12. 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.

13. OBJECTIVE CRITERIA

- 13.1 Sentech reserves the right not to award this tender to any Bidder or any of its directors or subcontractors who during the preceding five (5) years –
- 13.1.1 failed to perform satisfactorily on a previous project with Sentech or any other organ of state; or
 - 13.1.2 wilfully neglected, reneged on or failed to comply with any government, municipal or other public sector contract.
- 13.2. Sentech further reserves the right not to award this Tender to any Bidder or any of its directors or subcontractors who have been blacklisted by any organ of state or committed and/or charged in any court of law or similar tribunal or forum with any act of tax non-compliance, fraud, corruption and/or dishonesty of whatsoever nature.

14. 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.

15. ALTERNATIVE/SUBSTITUTE PRODUCTS

In the case of contracts and/or panels, Sentech shall be entitled to consider and accommodate product upgrades during the tenure of the contract and/or panel. Bidders are required to bring all such developments to the attention of Sentech for approval.

16. 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.

17. 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.

18. BID EVALUATION METHOD

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

An 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 – Technical Evaluation <u>Mandatory Evaluation Criteria</u> All Proposals that qualify based on the administrative responsiveness requirements will be evaluated against the Mandatory Evaluation Criteria. Bidders must COMPLY TO ALL the Mandatory Evaluation Criteria in order to qualify for further evaluation. Sentech reserves the right to request clarification on any aspect of the tender in line with its policies. <u>Functional Criteria</u> All Proposals that qualify from Stage 2 Mandatory criteria will be evaluated against Functional Criteria. Stage 3 has a minimum qualifying score of 75 points out of 89 points. Bidders who fail to obtain this minimum score will not be evaluated further. 3. Stage 3 – Platform Demonstration and Risk Assessment Bidders qualifying in Stages 1, and 2 will be required to present and demonstrate the proposed Analogue Audio Encoding solution to enable SENTECH to clarify further questions that might arise from the evaluation process. 4. Stage 4 – Risk Assessment Bidders that have qualified on the basis of achieving the required evaluation score may undergo a further risk assessment and may be disqualified from being evaluated further should the risk assessment so warrant or there are compelling and justifiable reasons to disqualify a bidder. The risk assessment will be based on any identified risks that arise out of the bidder's responses and any other risks that Sentech may identify 5. Stage 5 – Price and Preference 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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19. 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.

20. 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.

21. TECHNICAL RESPONSIVENESS COMPLIANCE

The Technical Evaluation will encompass evaluation of:

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

22. TECHNICAL EVALUATION CRITERIA

22.1 Mandatory Eligibility Criteria

The following criteria are mandatory to ALL BIDDERS:

Mandatory Eligibility Criteria	Attach evidence	Provide reference page number in your proposal
1. Support minimum of 20 x Balanced Audio Inputs per Frame or Unit	Datasheet or User Manual	
2. Support MPEG Layer 2 Audio Encoding	Datasheet or User Manual	
3. Support AAC Audio Encoding	Datasheet or User Manual	
4. Support IP Multicast Output(UDP/RTP)	Datasheet or User Manual	
5. DVB Compliance with ETSI TR 101 290, ETSI EN 300 468 and ETSI TS 101 154	Datasheet or User Manual Compliance certifications	
6. Support SPTS and MPTS outputs	Datasheet or User Manual	
7. Support Stereo and Mono Audio Encoding	Datasheet or User Manual	
8. Support Minimum 1 x Gigabit Ethernet Management and 2 x Gigabit Ethernet Data	Datasheet or User Manual	
9. Web Browser Management or Standalone Application(not java)	Datasheet or User Manual	
10. SNMP Support i. Alarm forwarding and SNMP polling	Datasheet or User Manual and Attached MIB File	
11. Performance I. Audio Frequency Range: 20 Hz to 20 kHz, $\pm$ 0.3 dB II. Crosstalk attenuation at 1 kHz: > 100 dB III. S/N ratio (weighted): > 80 dB	Datasheet or User Manual	
12. Bantam Morph Patch-bay 2 x 48, 1 RU, EDAC 3 Pin or 3 Pin Elco Connector	Datasheet or User Manual	
13. Encoder: Voltage 220 V to 240 V AC $\pm$ 10 %, 50 to 60 Hz	Datasheet or User Manual	
14. Scope of Work commitment: A signed letter from the bidder to confirm compliance to Contract Data Part C3: Scope of Work	A signed Scope of Work commitment letter by the bidder.	
15. Encoder should have a Minimum of 1 Year Warranty(Software and Hardware)	A signed Warranty letter from the OEM	
16. Date for End of Life letter of the Encoder in the proposed solution	A signed letter from the OEM	
17. Provide hardware and software 1 year and 5 year SLA document with estimated costs. Note: Separate the costs for 1 year and 5 year SLA.	SLA Quote or Complete Contract Data Part C2: Pricing Data	

Mandatory Eligibility Criteria	Attach evidence	Provide reference page number in your proposal
18. Provide proof of where the equipment proposed has been installed and in operation.	Signed and dated reference letter with contactable contacts	

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

22.2 Functional Criteria

Functionality criteria	Proof Required	Points
1. Bantam Morph Patch-bay 2 x 48, 1 RU - 12 Points i. Analogue Audio is EDAC-3 or 3 Pin Elco Connector (12) ii. Analogue Audio is ID punch-down (8) iii. Analogue Audio is DB25 (5) iv. Analogue Audio is other connectors (1)	Datasheet or User Manual	12
2. Encoder: Encode AAC- 12 Points i. Encode to HE AAC and AAC (12) ii. Encode to HE AAC (4) iii. Encode AAC (1)	Datasheet or User Manual	12
3. Encoder: Encode to MPEG Layer II – 10 Points i. Encode MPEG Layer ii Stream type 3 and type 4 (10) ii. Encode MPEG Layer ii Stream type 4 only (7) iii. Encode MPEG Layer ii stream type 3 only (4)	Datasheet or User Manual	10
4. Encoder: Support IP output network protocols – 2 Points i. Support HLS or RTPM and Support SRT (2) ii. Support HLS or RTPM (1) iii. Support SRT (1)	Datasheet or User Manual	2
5. Encoder Installations - 15 Points: Reference letters of the customers where the encoding solution proposed was deployed. i. 5 and above signed letters with contacts (15) ii. 3 to 4 signed letters with contacts. (5) iii. 1 to 2 signed letters with contacts (3)	a. Signed letters or Completion certificates of where the solution was deployed. b. Complete TABLE 1: REFERENCES	15
6. Diagram of the proposed solution for Encoding a total of 60 Balanced Audio inputs –10 Points i. 1 - 3 Units used (10) ii. 3 - 5 Units used (7) iii. 6 - 7 Units used (3) iv. 8 and above units used (1)	Solution diagram in PDF format	10

Functionality criteria	Proof Required	Points
7. Redundancy- Points 8 i. Active - Standby Automated Configuration (8) ii. Hot - Hot configuration with Automated Configuration (6) transfer iii. Hot - Cold Standby with Automatic Configuration transfer (4) iv. Manual Configuration transfer or uploads (1)	Datasheet or User Manual and configuration layout diagram pdf	8
8. Encoder: DVB Compliance – Points 20 i. ETSI TR 101 290 and ETSI EN 300 468 (20) ii. ETSI TR 101 290 (10) iii. ETSI EN 300 468 (10) iv. Other DVB compliance (5) v. Non-compliance (0)	Datasheet, User Manual or Compliance Certification	20
Total Points:		89

Table 1: Functional Criteria

Total minimum qualifying functional score is 75 points.

22.3. Demonstration and Technical Risk Assessment

Bidders to demonstrate

Demonstration and Technical Risk Assessment	Proof Required	Points
1. Bantam Morph Patch-bay 2 x 48, 1 RU - 5 Points i. Analogue Audio is EDAC-3 or 3 Pin Elco Connector (5) ii. Audio is ID punch-down (4) iii. Analogue Audio is DB25 (3) iv. Analogue Audio is other connectors (1) v. No Balanced Audio Input (0) Note: Score of Zero disqualifies the solution	Physical Inspection	5
2. Encode AAC- 3 Points i. Encode to HE AAC and AAC (3) ii. Encode to HE AAC (2) iii. Encode AAC (1) iv. No AAC Encoding (0) Note: Score of Zero disqualifies the solution	Options on the UI and Analysis on Transport Stream Analyser	3
3. Encode to MPEG Layer II – 3 Points i. Encode MPEG Layer ii Stream type 3 and type 4 (3) ii. Encode MPEG Layer ii Stream type 4 only (2) iii. Encode MPEG Layer ii stream type 3 only (1) iv. No MPEG Layer ii Encoding (0)	Options on the UI and Analysis on Transport Stream Analyser	3

Demonstration and Technical Risk Assessment	Proof Required	Points
Note: Score of Zero disqualifies the solution		
4. Encode Mono Service – 3 Points i. Encode Mono service (3) ii. Unable to encode Mono service (0) Note: Score of Zero disqualifies the solution	Options on the UI and Analysis on Transport Stream Analyser	3
5. Encode Stereo Service – 3 Points i. Encode Stereo audio service (3) ii. Unable encode Stereo service (0) Note: Score of Zero disqualifies the solution	Options on the UI and Analysis on Transport Stream Analyser	3
6. MPTS output – 3 Points i. Able to output MPTS (3) ii. Unable to output MPTS (0) Note: Score of Zero disqualifies the solution	Options on the UI and Analysis on Transport Stream Analyser	3
7. SPTS output – 3 Points i. Able to output SPTS (3) ii. Unable to output SPTS (0) Note: Score of Zero disqualifies the solution	Options on the UI and Analysis on Transport Stream Analyser	3
8. UDP Support – 3 Points i. Able to demonstrate UDP support (3) ii. UDP not supported (0) Note: Score of Zero disqualifies the solution	Options on the UI and Analysis on Transport Stream Analyser	3
9. RTP Support – 3 Points 1. Able to demonstrate RTP support (3) 2. RTP not supported (0) Note: Score of Zero disqualifies the solution	Options on the UI and Analysis on Transport Stream Analyser	3
10. DVB Compliance – 10 Points i. No ETR 101 290 Priority 1 and Priority 2 Alarms (10) ii. No ETR 101 290 Priority 1 Alarms (7) iii. No ETR 101 290 Priority 2 Alarms (5) iv. Alarms on both ETR 101 290 Priority 1 and Priority 2 (0) Note: Score of Zero disqualifies the solution	Analysis on Transport Stream Analyser	10
Total Points:		39

Table 2: Demonstration and Technical Risk Assessment

Total minimum qualifying demonstration score is **35** points

23. Risk assessment

All bids that pass the technical **evaluation in 22.1, 22.2 and 22.3** will undergo a risk assessment based on the following framework:

Criteria	Comments
Dishonesty in information presented	
Any additional information received from past references	
Financially and operational sustainability of the Bidder	
Any other information that Sentech may deem important	

NB: Sentech may disqualify Bidders based on the outcome of the risk assessment.

24. Evaluation of Price and Preference

This Bid will be evaluated on a points system based on weighted average score for Price and Preference as per Preferential Procurement Framework Act of 2000 (Act 5 of 2000). Accordingly, either the 80/20 or 90/10 preference point system will apply and the highest acceptable Bid will be used to determine the applicable preference point system.

25. Preference Point allocation – 80/20 or 90/10

Price / Preference	Weighting (80/20)	Weighting (90/10)
Preference:	20	10
Price:	80	90
Total must equal:	100	100

Sentech will award preference points according to the following table:

Goal	Points (80/20)	Points (90/10)	Evidence required
Historically disadvantaged by unfair discrimination on the basis of Race	10	5	A valid BBBEE Certificate showing at least 51% black ownership
	5	3	A valid BBBEE Certificate showing at least 25.1 – 50% black ownership
	3	2	Black owned company showing at least 5 – 25% black ownership
	0	0	Below 5%
Historically disadvantaged by unfair discrimination on the basis of Gender (women)	8	4	A valid BBBEE Certificate showing at least 51% women ownership
	4	2	A valid BBBEE Certificate showing at least 25.1 – 50% women ownership
	2	1	A valid BBBEE Certificate showing at least 5-25% women ownership
	0	0	A valid BBBEE Certificate showing at less than 5% women ownership
Historically disadvantaged by unfair discrimination on the basis of disability	2	1	A doctor's note confirming disability or confirmation of disability from the Department of labour (EEA1 form) or equivalent
Total Points	20	10	

26. 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

27. Price Calculation 90/10

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

$$P_s = 90 \left[\frac{1 - (P_t - P_{min})}{P_{min}} \right]$$

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

28. 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							

Customer		Service Provided	Contact Person	Contact no.	tel.	Contractual commencement date	Contractual completion date
5							

Name of Tenderer	Signature	Date