

TENDER DATA

Project title:	Appointment of preferred Service Provider for the supply of 2 x 36 MHz C-band Space Segment Capacity for a period of three (3) years.
Bid no:	SENT/014/2024-25

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 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 therefore invites tenders for the supply of 72 MHz C-band Space Segment Capacity for a period of Three (3) years. ***The 72 MHz capacity will be in the form of two 36 MHz transponders. The proposed capacity is based on the current configuration however bidders are welcomed to work with SENTECH to optimize the allocation of satellite capacity to ensure optimal use of resources.***

The requirements for this tender are intended to support Sentech's Analogue TV, FM Radio and Digital TV networks, using C-Band Space Segment Capacity, to distribute these services to terrestrial transmitter sites across South Africa.

The scope to be provided is as follows:

- Provide satellite capacity services.
- Provide the migration of services from the current satellite (AMOS-17 @17deg East) to the new satellite where necessary, inclusive of all activities (repointing and repositioning of receive antennas, any change to equipment required at uplink facility, etc.) that may be required to migrate to a different satellite.
- Monitor and resolve satellite quality of service and interference when required.

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.

- 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.
- 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.
- 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.
- 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:

- 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).
- No Financial Information must be included in Envelope One.
- 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: SENT/014/2024-25
 - 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 __N/A_____% of the value of the contract to __N/A____ (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 19 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. 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.

13. 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.

14. 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.

15. 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.

16. BID EVALUATION METHOD

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

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 Mandatory Evaluation Criteria Only 3. Stage 3 – 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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17. 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.

17.1 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.

18. TECHNICAL RESPONSIVENESS COMPLIANCE

The Technical Evaluation will encompass evaluation of:

- Mandatory Criteria

19. TECHNICAL EVALUATION CRITERIA**19.1 Mandatory Eligibility Criteria**

The following criteria are mandatory to ALL BIDDERS:

	Mandatory Eligibility Criteria	Attach evidence	Provide reference page number in your proposal
1.	Bidders are to provide the Name and Orbital Location of the satellite/s they are proposing.	Provide Satellite Data Sheet	
2.	2 x Transponders of 36 MHz each	Company Letter provided or Satellite Data Sheet on transponder information	
3.	Satellite orbital slot to be within the range: 10° to 62° East	Satellite data sheet confirming orbital location	
4.	Downlink frequencies to be higher than 3.8 GHz	Satellite data sheet confirming downlink frequencies	
5.	Satellite Transmit Polarisation: Left Hand Circular.	Provide Satellite Data Sheet for the transponders proposed.	
6.	Satellite Receive Polarisation: Right Hand Circular.	Provide Satellite Data Sheet for the transponders proposed.	
7.	Beam Coverage: South Africa at a minimum.	Provide Satellite Data Sheet	
8.	Transmit EIRP will be 63dB per 36 MHz transponder or better. Bidders are to indicate the required EIRP for transponder saturation on each of the two transponders.	Company Letter or transmission plan indicating the Transmit EIRP for both of the proposed transponders.	
9.	There must be a minimum of 6dB link margin on a 4.5-meter antenna, in the link budget using 8PSK modulation, 5/6 FEC and DVB-S2 at a symbol rate of 28.750 MSymbols with a 20% roll off.	Satellite operator to provide link budget using the MODCODs provided.	
10.	Bidders are to guarantee the minimum 6dB link margin stated in point 11 above and commit to rehabilitate any TVRO not able to meet the specification unless the performance of the antenna was degraded previously.	Letter of commitment from bidder	
11.	Satellite Health reports for the last 2 years. If the satellite has been in operation for less than 2 years then the last health report available.	Space craft status report: RF Systems	
12.	Satellite operator to disclose anomalies, if any, with spacecraft operation as well as ground operations, if they do not appear in the Space craft status report. For example, but not limited to: • Are all the spacecraft systems working as configured? • Have there been any failures with the redundant systems onboard? • Are there propulsion issues that will lead to a shortened expected end of life issues?	Provided on a Company Letter indicating if there have been any anomalies or not. If there are/have been additional anomalies, the bidder will disclose this separately, if it does not form part of the satellite/space craft status report	
13.	Expected End of Life for the Satellite	Company letter stating: • EoL information, and • Replacement plan if EoL is within 36-months from award	

14.	Transponders must be able to operate in Automatic Level mode	Provide Satellite Data Sheet	
15.	Bidders must be an OEM or Capacity reseller for a minimum of 3yrs	Provide confirmation letter on a company letter head if the OEM or confirmation letter from the OEM that the bidder is an authorised reseller	
16.	Bidders proposing a new orbital location than the current one at 17° East, must commit to perform a seamless migration of services from current satellite to the new satellite inclusive of any and all receive TVRO earth stations positioning, and associated equipment and any uplink and downlink equipment changes required, with limited down time to existing services, at the sole and exclusive cost of the bidder.	Mandatory letter of undertaking to be supplied by Bidder in respect of funding and capability to perform the migration of services at Bidder's sole cost	
17.	Bidders to provide a copy of an SLA in respect of the capacity services to be provided	Provide a draft copy of an SLA	

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

19.2 Risk assessment

All bids that pass the technical evaluation in 19.1 will undergo a risk assessment based on the following framework:

Sentech will conduct the risk evaluation on a bid-by-bid basis as follows:

- The cost and complexity of repointing or relocating the onsite TVRO will be considered.
- Financially and operational sustainability of the bidding company.
- Any aspects that emanate from the bidders' individual responses e.g.
 - a. Any information received from past references.
 - b. Dishonesty in information presented.
 - c. Sentech may disqualify bidders based on the outcome of the risk assessment.

20. 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).

21. 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, confirmation of disability from the Department of Labour, BEE certificate or equivalent confirmation.
Total Points	20	

22. 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

23. 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 tel. no.	Contractual commencement date	Contractual completion date
1						
2						
3						
4						
5						

Name of Tenderer	Signature	Date