

Transcript

February 25, 2025, 9:05AM

● **Jackie Kwinika** started transcription

JK **Jackie Kwinika** 0:05

This is for tender number BS2025 RFB 534.

This was advertised on the 18th.

Of February and it will close on the 17th of March.

Today is the 25th of February 2025, at the time on my clock is 6 past 11.

This is for 10 now for the appointment of the financial advisor for a broker for patient fund in a group.

Risk life. Also, I would like to apologize once more for starting late.

It was due to some issues with my invite which changed the time. I'm not sure what happened and what resulted in the time being changed on the invitation or my name is Jackie Quinnica and the SEM specialist working on this project.

I'm with my colleagues from HR.

HR colleges, please introduce yourself.

 **Celeste Hendriks** 1:06

Thank you, Jackie.

My name is Celeste Hendrix.

I'm I am from the HR department.

JK **Jackie Kwinika** 1:12

Thanks, Celeste.

Colleagues.

NM **Namhla Mabula** 1:17

OK.

Thank you, Jackie.

My name is Nam samavola.

From the HR department. Thank you.



Kwena Mabula 1:25

Please.

Thank you.



Jackie Kwinika 1:27

OK.

So thanks namhla.



Kwena Mabula 1:30

Thank you, Jackie.

My name is Gina Mabula from the HR department. Thank you.



Jackie Kwinika 1:36

Thanks Ben.

Not sure if the doctor has joined in, colleagues.



Celeste Hendriks 1:44

Alzheimer's Nang is not joining.

He is in BIC currently.



Jackie Kwinika 1:48

OK.

Thanks so much for the introduction. And then to the perspective service providers or to the prospective bidders, please capture your information the in the chat, you can indicate your name company.

And contact details and then this for record purposes.

Remember this is a non compulsory briefing session that is not compulsory to attend.

But what record process would like to know who is here?

And who is attended?

So we can have our register of the attendees.

I will take you through this presentation.

And then I'll also request the end user, which is Celeste Hendrix or the HR colleagues to give us a background on the project.

What are we buying and why are we buying this?

Over to you, Celeste. Thank you.



Celeste Hendriks 2:52

Thank you, Jackie. So, we have certain benefits in the bank sector, which is a group medical aid, a pension fund and a risk cover, and we are looking for new brokers.

It's basically as easy as that to administer or administrate those benefits for us, so that is what this tender is for.

Thank you, Jack.



Jackie Kwinika 3:17

OK. Fair, fair. Thank you.

And then I I I prefer taking questions at the end of the session.

Please bear with me.

I will quickly take you through.

The presentation and then we will be able to take questions at the end of this session.

Apologies for the inconvenience.

And then there's the background to the bankseta there on bullet one is the background to this assignment.

The selectors indicated were looking for experience and to reputable patient friend and group life, financial broker services, and then upon termination of the current service providers.

There may be.

We still continue with liberty and will also still continue with Old Mutual.

What we are looking for is a broker or the middleman for liberty risk cover.



Nadia Momple (SanlamConnect) 4:17

Yeah, I don't go out.



Jackie Kwinika 4:18

And also a middleman.



Nadia Momple (SanlamConnect) 4:19

There is not.

You can't play anything.

No, I don't.

That's I don't play with that old stuff, but I you know what? Lately I've been getting a pension. My back.



Celeste Hendriks 4:32

Sarah, can everyone just move themselves?



Nadia Momple (SanlamConnect) 4:32

Can I go to back also?



Celeste Hendriks 4:34

Please can you mute yourself?



Nadia Momple (SanlamConnect) 4:35

That's like the topics asset in your body.



Jackie Kwinika 4:37

Nadia. Nadia.



Nadia Momple (SanlamConnect) 4:40

So.

I.

I for this for this project.



Jackie Kwinika 4:55

OK.

Yeah, I was just indicating that we are looking for a broker will not changing this service providers, will we still going to continue with liberty and also still going to continue with Old Mutual. But we're looking for a broker for both services.

I believe it's clear in the scope of work.

The broker will be required to understand the Banksta business and environment, understand within the legal state of the BANKSTA employees and implementing the Banksta employee benefit plan or strategy over the next 10 years.

The broker will be able to inform banks that 10 years of Abigail applicable financial implications and performance of the fund management thereof.

The broker must identify global and that affect the service delivery of patient fund. And group risk life.

Eminem. We're someone who is able to deliver this two product.

You must be able to deliver patient fund and group risk life for both.

Liberty and Old Mutual. Then, if I accompany it means you are also.

Be within that company.

Be able to provide us with patient fund and group life.

Administration.

We're looking at that point in one company.

You need to focus the effect of risk of the patient fund and group risk life that might have an impact on the industry as a whole and indicate what impact this will have on the bank sector. The broker should provide support on payroll related to contribution contribution sub.

Responsibilities of the broker, legislative review and update risk analysis for group life. Fund management of the Patient Fund should all be able to report.

On this and then reporting also on employee and employer contribution and year on year trend analysis.

And then other value adding services should indicate any costs associated with these services. And then if there is other services that maybe are not mentioned there and you believe that there will be beneficial to the bankseta, you will need at least to indicate that.

In your proposal, ethics and trustee witness adhere to high ethical standard and maintain a fiduciary approach in managing member benefits. Disclosure of any potential conflicts of interest.

Assistant Dean Sita Employee Benefits section provide guidance and training to HR on different admin processes.

Provide monthly progress reports on each aspect of admin which is new membership, addition of dependent cancellation of membership and membership continuation the broker to follow up on employees if required to ensure relevant requirements are met for resolution of queries.

Present year end sessions on annual basis provide financial awareness, education included.

Benefits and risk analysis to employees and then also this can be done on a one-on-

one orientation or.

The orientation with the annual session provide support for any online systems and related services, administrative capabilities, efficient admin processes for onboarding, reporting and claims management. Dedicated systems for tracking member data contributions and benefit utilization, technology infrastructure, access to secure digital platform for benefit management and real time report.

Capability for seamless integration with payroll.

An hour system client servicing designated client service, individual or team for employee employee queries.

All intermediate drfs shall be calculated and paid directly by the insurer to the intermediary.

All broker fees shall be calculated and paid directly by the insurer of old, mutual or liberty to the broker. In additional services beyond the scope of the service must be agreed upon in writing and approved in advance.

Before Sightsevis surrendered and also remember the laws to say indicated there is any other value at services that you will be providing, but maybe they are not specific in this RFQ it.

Apologies, the RFB, the competences for you to qualify to be appointed we need to have this broadcast experience in providing patient and group life broker.

Services.

Patient Fund administration experience qualification and financial planning, economics, finance or similar on NQF 7 or higher.

That's a requirement experience in managing, overseeing and providing advice in patient fund and then valid license from.

Fscaa member of the Financial Planning Institute of SA of equivalent.

If you are a member of any other recognized organization and then you are able to submit the registered SA key individual or representative under the FSB financial service provider, then this is the requirements for the Patient Fund admin.

This is one person and then group life admin the other person.

Notification, financial planning, economics, finance or similar on nqf level 7.

Ohio experience in managing, overseeing and providing group life brokerage services.

A valid license from FSF SVA member of Financial Planning Institute of SA or equivalent.

Registered as a key individual or representative under the financial services provider

billing administrator.

Experience qualification and financial planning, economics or finance on NQF level 7 or higher.

Experiencing providing patient fund and group life brokerage services specific to billing statement and Old Mutual or Liberty payroll.

Check record of the bidder.

Bida must provide references from clients. The provision of patient funding, group life of on behalf of clients with similar staff compliment as the Bank Sita, the bidder to provide confirmation of staff compliment from clients of the submitted reference letters. The bidders proposal must indicate five years experience in.

Provision of patient fund and group life on behalf of clients with similar staff compliment as the bank sector.

Professional indemnity insurance. The bidder must submit submit.

Must have professional indemnity insurance to protect against potential liabilities arising from advisory or administrative errors.

We require this insurance that you need to submit a proof bidder license to submit valid accreditation from FSCA.

The Bida must hold a valid category one or end or category two financial service provider license with appropriate sub categories for patient fund and risk cover.

Is looking at signing up a 10 year contract.

Then the pricing structure, the pricing schedule must be completed as an extra 8 and failure to comply with requirements will lead to disqualification.

The Courier price will remain fixed for the particular year for the duration of the contract and then the attached pricing sheet should be completed in full.

Then the Maxita will not entertain any adjustment after signing of the contract and that is important that all pricing elements are disclosed.

Pricing sheet should show that separately.

The bidders are therefore required to indicate a total bidding price by completing their pricing schedule provided in full, so a few details should be provided to enable the bank set to fully understand the make up of the overall pricing.

All present assumptions excluded costs and estimated cost should be clearly documented.

The BANKSTA assumes that the pricing document as supplied is complete and covers all costs associated with this project.

I will quickly project the prices so you can see how it looks like and then how you can

complete it.

This is the pricing sheet from year one.

Up to year 10 and then you will indicate.

The admin fee for group life and also the admin fee for patient fund. Then if there is any other things that you would like to bill us on, we will simply indicate on this.

Road 1112 and 18 can indicate if your annual training maybe.

I'm on station.

And just indicate going to be under one position.

Then maybe any other thing or training whatsoever you believe is not indicated here.

You can include and then also on the admin fee if you believe admin fee you will add your training fee or your annual session fee to the admin fee can say my admin fee is.

100 Rand per month and then my.

Training fee per year is gonna be 10 Rand and then maybe you can simply say.

Your admin fee is per year is 110. Knowing that already, you have covered your.

1101 as an example 101 you will know that.

Maybe that one run or 10 run it is for the annual training, but you you know your numbers better.

You are numbers, people.

Who can work around it, but if you're not understanding, we are also available to assist.

But you need to capture your admin fee here for group life and then admin fee for patient fund and then you only capture information on the.

Section do not temper with the other section.

You are only allowed to temper or capture your information on the yellow section.

This is clear, straightforward and simple.

Back to my presentation.

Then delete .8 is the submission requirements.

All the submissions should be delivered in individual envelope aspect laws 851 and 852 below.

Respondent should take particular care to ensure that there are no discrepancies between all submission presented to the bank sector.

The Bankseta reserve the right to reject in submission if there are discrepancies identified in the submissions thereof of document should be submitted.

As follows.

One hard copy should be sub should be original submission.

Clearly marked original and one copy vision of the original and a soft copy which is the electronic copy.

Can put that on a memory stick.

An envelope one is the original envelope, 2 hard copy and then envelope three. You include the pricing.

An SPD 3 together with the desktop reference points claim document.

Each envelope must be clearly marked with the following information.

Which is the tender description and tender number submission that are faxed, sent via telex or electronic mail, will not be accepted and then also by beings that will be proper to the banks that will not be returned to the respondent. Submission must be inserted into the submission box.

Available at the reception area at the bank staff offices in Centurion, and that is our address. Please use gate one.

To enter Echo Origin's office Park, Benzite is situated in a very large office park with security offices at the main gate.

Please allow at least 30 minutes to clear security and navigate through the office park.

'Cause you will want entertain people who will come and say they were delayed at the gate. We have got two gate, I think.

Two gate. But there's only one gate that allows.

Visitors to enter and then if you go to the the gate for tenants, you won't be able.

And and they sometimes there's no no one man in the gate.

You will be standing there for 30 minutes and you come here and say you you are standing at the wrong gate.

That one be entertained.

Please come early.

And use gate one gate 2.

There's no one who will help you there.

There's no entrance at gate 2. Thank you.

Hope I am clear.

That is the our address there on GPS.

NBC's providers are required to sign a register.

There is a register that also that needs to be signed.

You submit this in the tender box and also sign the register when you're sending

your driver your friend.

Or you the Korea people. Please tell them which company you are submitting for 'cause. Some people has got 20 companies and you expect your driver. Sometimes you don't even indicate the your company name on your envelopes, but you expect the driver.

To know from the 10 companies which one is bidding for for the tender, please indicate the tender name or tell those people who are submitting which company is which company is tendering and also the Courier people make a note on your waybills to say this is for company.

Xy and Z.

Please capture this information on.

The tender register.

Please help us.

Unsuccessful bidders will be informed in writing once we have concluded tender will be constructed late if received after the specified date and time.

For queries you can send e-mail through to jkk at bankseta.org.copyscm@bankset.org dot za and then also.

If you don't find any joy from JDK at bankseta, you need to escalate your credit to a credit or reply asset bank settlement also.

Copy info advance either.

Dot org dot za and then this how? Which dates? Some of them.

But we would like to conclude this by the 17th of April contract signing if possible.

That's a wish.

And then on bullet .10 is 10 evaluation process. It will be evaluated in three phases which compliance with eligibility evaluation, technical or functional evaluation price and bank staff, professional procurement points evaluation.

Yeah.

And then on eligibility that did not pass compliance eligibility will not be will be disqualified from participating in the next stage of technical or functional evaluation.

This that not meet the minimum threshold in technical and vational will not participate in the final stage for price and BEP.

And below will be appointed on the highest court, the highest court in Billa will be appointed and then also your compliance in the issue that takes complaint need to ensure that you are registered with the CSD at the Treasury and then BANKSETA before making an award shall check.

On the CSD, whether they bidder or any of these directors are listed or incorrect, as illustrated from doing business with the public sector.

Or person prohibited the bidders takes.

Is complain they beat us or is directors or management are not employees of the state, or if a director is an employee of the state, the service provider or is directors have permission to do business with the state as provided for in the legislation being stated will not.

Award any bid to service providers who do not comply with the above being still not afford will being still will afford.

Bid us a chance to clarify and provide evidence where there is adverse information.

One day, CSD.

Compliance and eligibility.

We will look at the proposal submission of the proposal with the pricing SBD, one SBD, 4 SBD 6.1 including the Bankstar preference points claim form the special conditions of contract which is need to be completed in full and signed.

The CSD report and then also if you are not able to provide a report at the time of tender closing, Please ensure that you provide us with the A A number.

So we are able to bring the CSD and then also you need to submit valid license from financial sector, conduct authority for the organization or your company and then also.

Have a valid category one or category two financial services provider license with appropriate support category for patient fund and risk cover.

The bidder to submit registration of team members from financial services.

Furniture Sector Conduct authority for group life and Patient fund administrator.

These people need to be.

Registered with financials Sector Conduct authority and then your insurance, you need to provide us with you proof or supporting documents for your insurance, and then you need to demonstrate in your proposal that you have five years experience in the administration of patient funding, group life on behalf of.

Clients. And then also we will need your.

Registration documents.

So we can check if the company has been in existence for at least a five years experience that you aren't claiming to have as a company.

Per functional technical evaluation.

At 70 points for the team patient fund admin qualification, financial planning,

economics, finance or similar.

Level 7 or higher experience in managing and overseeing and providing advice in patient fund the valid licence from FSCA member of Financial Planning Institute of South Africa or equivalent and also registered.

As a key individual or representative under the financial service provider.

And then group life admin with qualification.

At Nqf level 7 and financial planning, economics, finance or similar or higher at 8:00 or 9:00 or 10:00.

Experience in managing, oversee and providing advice in Group life broker services.

The valid licence from SFSCA member of Financial Planning Institute.

South Africa equivalent, registered as a key individual or representative under the financial services provider.

Billing admin qualification at in financial planning, economics, finance or similar at level 7 or higher.

Experience in providing patient fund group life.

Approach services.

And patient fun.

Gonna give you 25 points if you are able to meet all these requirements but not happen.

Experience without qualifications or accreditations will not be considered.

For us to consider your experience, it means you need to have this nqf you need to have this license.

You need to be a member.

You need to be.

Registered as a key individual and then we will then consider your experience.

And then also what's important is your your your CV or your profile or your resume or your.

Employee profile must indicate all the employer that line is.

A month and the year the work was done.

Description of work relevant to prevent providing patient fund brochage services.

Need to be very clear.

Do not miss any information.

Please cover all this in your CV.

And then, yeah, more than five years is what we are looking for. If you've got less than five years, it's a 0.

Same criteria, yeah. If you got less than five years, it says zero same.

Points. The only difference here is group life admin experience.

Then on the billing admin.

I've been looking for the qualification.

And then the experience in.

Billing services for patient funding group life brokerage services.

Then we will one. Consider your experience without qualification and accreditation.

Track record which is your references.

For 20 points for billing admin, 2525 for group life and Patient fund.

With this truck record of.

Bida.

Bida should submit formal reference letters from current or previous clients demonstrating.

Expertise in patient fund and group life on behalf of clients with a minimum of at least seventy staff members.

You need to have at least seventy staff members.

I'm saying that the clients that you are servicing that or that you have serviced must have at least.

70 staff members.

And then on the references, it must be on clients letterhead be signed and dated, indicate the type of work, and then the letter must indicate the staff compliment.

Indicate the year and the month the work was done.

Please note that the work should have been done not later than five years from the tender closing date and demonstrating expertise in pension fund and group life on behalf of clients with 70 or or more staff members.

Short lines.

Contact details being the contact.

Name, phone or e-mail address.

On evaluation.

The banks stall out points as follows. 1.1.21 difference one point and then 5 for more references.

Five points and then the minimum threshold is 75 points and then for you.

To be considered for price and B and preference point evaluation, you must score 75 points on.

On the technical functional evaluation then this how we score points.

Maybe to help you so you can have an understanding.

Here on one point, if you've got one reference equivalent to six points out of this 30, and then two reference is 12 and then three reference is 18, then four is 24 and then five references or more. That will give you 30 points.

That's how we calculate the the points.

On if you can look at this bullet, there is just explaining how we doing the the scoring.

But I've just made it simply so you can understand.

Price and preference points and then they extend that.

Will be evaluated as follows.

80 points for the price and 20 for the preference points, utilising the goals.

This is the formula of calculation.

And the preference.

Points for the bank sector are as follows.

We give you 7 points for empowerment of black person.

This is ownership by 51%.

Black people.

And then employment of women ownership by 33% of women is 4 point. Whatever race the woman is, they get four points for that. If they've got the 3% ownership, youth empowerment is 33%.

Of the youth.

Whatever race the youth are and then employment of persons with disability, empowerment of persons with disabilities, if the ownership is 10% disabled.

Is 3 points then or if 5% of the people employed are disabled.

You also are able to to claim three points in this promotion of small businesses is also three points.

Then this.

Is the explanation.

Of the black person black ownership.

There in detail, then we'll just quickly touch on this small businesses. Small businesses include all South African businesses, Co operatives and non government organization with an annual turnover of up to 10 million or less.

This entities are recently incorporated and have been operating for less than one year.

I project to have an annual turnover of less than 10 million in the first year and then

they need to be 100% South African.

Owned South Africa, owned by S Africans. And then you are able to claim for those points.

Then submission of false information should the banksta assetting that any bidder submitted enforced information, the banksta may disqualify the bidder or service provider cancel an award without prejudice to any other remedies available to bankseta and report the service provider to national treasure. The bidder or service provider will.

Be given an opportunity to give reasons why being stated should not take actions detailed above where false information has been submitted.

And the review process.

It is in order to evaluate an educated proposal.

Effective it is imperative that applicants submit responsive applications.

All applications duly lodged as per admission requirements will be evaluated in accordance with established evaluation criteria.

All proposals will go through B EC for bid evaluation and then BS will table decide the BAC for additional application. Then residence for rejection.

Applicants shall not contact banks either on any matter pertaining to the application from the time the application is closed to the time the application has been adjudicated, the result of the tender will be published by the BANKSETA.

On on Portal any other platform which was advertised, which is the E tender and also the bank SETA website.

Any effort by an applicant to influence the evaluation application comparison application. Our decision in any matter may result in rejection of an application concerned being stated shall reject assumption if the applicant has committed a proven corrupt or fraudulent act in competing for a particular concern.

Tender conditions makes that reserve the right to withdraw or amend terms of reference by notice in writing, by advertising in the media.

In which the tender was originally advertised prior to the closing date based that is at the right not to our Dist tender or partially award the tender, the cost of preparing the application will not be reimbursed. Being said as of the right to conduct due diligence.

On on, on, on, on this one.

We'll find out some people.

Submit fraudulent documents.

Then Please note that we do some due diligence on the documents submitted to whether it's your financial capability document or your capability to deliver or even side visit. We are able to come to your site and check whatever you are saying of God so we can verify this.

Thing we reserve the right to do that also.

Your references, whatever you submit will.

Please note that is that the right to do a due diligence on those documents. You will be submitting.

Or your insurance documents or your.

Fsca documents we reserve the right to do due diligence on those document based shall not be liable for any direct, indirect, consequential or other losses or damages, including loss of profit that may be incurred by any person, including but not limited to, an applicant shortlisted applicant or success.

Applicant or any director, officer or Associated Company there as a result of any reliance on or.

Use of information supplied in the respond to this tender or as a result of the tender process contemplated in this tender document, banks that makes no representations, undertakings or warranties whatsoever to any person in respect of the tender or any information contained in the tender.

This tender is confidential and propitiatory to bankseta and may not be used, reused, copied or distributed for any purpose other than in relation to the tender process without being such.

Prior to consent, we also comply to the Copy Act in order, OK.

I think this is just the emphasis and then the validity 2 of this tender is for period of 150 days after tender closing.

Fraud alert.

We got a number of issues here with people.

Contacting service providers and indicating that they need to call.

Maybe a bank SETA official to discuss a tender will even, maybe.

Bloom. I'm not sure if it's cloning or cloning is the correct way to use the clone our e-mail addresses?

Send emails to prospective service providers and imitating us as if those emails are coming out from us to say please call official XY and Z to discuss the tender or you have been awarded the tender and then maybe they will end up wanting you to pay some sort.

Of a fee to them for them to influence the process.

Please note that the pexita processes, you don't need to pay any fee for you to be awarded a tender or an RFQ.

And then if you receive such, please reporter to tip off. There's a number there, 0800, two 04661 or tip OPS. Or you can go to the Hawks or you can go to the police.

Whatever way you might find comfort in reporting this.

Please note that there's no fee that you need to pay.

For you to get any work at Banksy.

The joint venture agreement in case of a joint venture, the following will be applicable.

Each JV must have a CSD report showing tax compliance, submission of a signed joint venture, agreement by the JV partners and Kindred document submission of a joint added banksta preference point claim document.

And then, yeah, if you are HP, Please ensure that you got documents from both parties. If you are submitting cipc, let it be from both parties. If you are submitting.

Sbd. One sbd. Two. Apologies. Sbd 1SPD. Four SPD 6.1, the bank seta. Whatever.

Whatever you are submitting, please submit it from both.

Apnas.

This is SBD one that you need to be concluded.

Completed by both parties and signed.

Sbd four also.

Both parties need to complete and sign in case of AJV, but if it's for A1 company.

You just need to complete one document for SPD1SPD4.

And SBD 6.1.

Please complete the documents in full and ensure that they are also signed.

Then this is the point.

Allocation is already discussed.

And then when completing the form, you need to indicate yes or no. If you've got, claiming if you are not claiming if you are not 50% black-owned, just say no and leave it out.

But if you are claiming.

Say yes and indicate those owners and they are shareholding.

A woman ownership with the same yes or no, and then indicate the shareholding and then youth, yes no shareholding.

And then disability, yes or no, indicate your holding or if the five 5% employees.

That are employed by the company and then on small business also in indicate if you are a small business, if you turnover is 10 million or less. You can also indicate that and claim the points and then also indicate date of incorporation and financial year end to also.

Assist in the process and submit supporting document to support the your statement.

Or whatever you are claiming. Please ensure that you got supporting document as in case of disability.

Ensure that there's proof of disability if you are a youth, ensure that you are able to see that you are a youth. Either your identity document or whatever that can show that you are a use.

Please submit that.

And then this is the special conditions of contract is the agreement. Here is a special conditions of contract.

You need to also complete in full.

Indicate the yes and a no and where there is a no.

Please.

Apologies if you indicated no, you just need to.

Give a reason for the no so we it can be recorded.

It's yes or no.

And then if there's a no, just indicate why is it a no.

A fully complete this and then name of Bida, signature and date.

And I've come to the end of my presentation and I believe we are now able to.

Take those questions.

And then you can simply raise up your hand. If you've got any questions.

And then we'll be able to.

Deal with those.

Questions.

Some will be able to answer now.

And some maybe will will be able to.

Answer you afterwards.

We will upload the questions, answers on their website. Anything that we are not able to address now.

We will be able to address.

That on the questions and answers that will be uploaded on the website.

OK.

I'm now able to take questions in the questions.

Let me check.

I've got #1 is Kate.

I'm not sure if I'm pronouncing that correctly, Kate. The floor is open or Kate Durant.

 **Kate Du Randt** 42:43

It is Kate.

Thank you, Jackie, and thank you for a comprehensive presentation.

Just a quick query in terms of the pricing schedules. So the pricing for admin fees on these types of benefits are usually a factor of the annual salary that is insured or involved in the fund.

Will you be able to provide us either an annual salary for the organization or alternatively the salaries?

For the members employed by the organization.

 **Jackie Kwinika** 43:18

OK, I see. Celeste would like to come in.

Over to you, Celeste.

 **Celeste Hendriks** 43:23

Thank you, Jackie kite.

You can find us on our website.

The financial statements are published with public sector entity. Thank you.

 **Kate Du Randt** 43:31

Thank you.

I'll look there. Thank you.

 **Jackie Kwinika** 43:34

OK. Thanks.

Yeah. Yeah. To maybe to support Celeste statement, we we do have the annual reports that are published.

I'm not sure for the past five years or so, you will be able to access those statement on the annual report and then maybe be in a position to project for the next 10

years. Yeah. Thanks.

Next quest person I've got sunsh over to you.

OK.

A.

Clear the floor is open.

 **Claire Sherwood** 44:13

Thank you very much.

Appreciate the time.

I just want to check in terms of the requirements of the people that you're wanting to service. Are you specifically looking for three different individuals, 1 as the pension fund administrator, one as the group life and one is the billing? Or could it be the same person across?

Those 3 entities. The reason I'm I'm asking this is.

Normally for a client this size we would have one senior person who can cover all those roles.

And then two to three other support staff, including someone senior who can be back up and then we have like.

Support operational and day-to-day compliance people who would help service the client with that lead person.

 **Jackie Kwinika** 45:01

Melissa.

 **Celeste Hendriks** 45:03

Thanks Jackie.

It can be one or it can be three. It's fine.

 **Claire Sherwood** 45:07

OK, perfect.

Thank you.

 **Jackie Kwinika** 45:11

Thanks for clarifying that.

Good, Karen.

The flow is open.

You are muted, Karen. I'm not sure.

Let me take Sunsh.

Not sure if I'm pronouncing your names correctly, apologies for that.

 **Sunash Naidoo** 45:29

Thanks Sir.

That's that's fine, Jackie.

Thanks very much.

I just want to find out I've got. I've got a couple questions.

The first one, the current funds and the risk benefits are they currently administered by the insurers on their admin system or is it administered by the current brokers on their administration system?

 **Jackie Kwinika** 45:53

Let's see Lester.

 **Celeste Hendriks** 45:55

Thank you.

The battle is being administered from the providers, not from the brokers. On the on these systems.

 **Sunash Naidoo** 46:04

OK, great. And when regional offices or regional centers, how many regional centers does bankseta have?

 **Celeste Hendriks** 46:17

We have three was one pending, so it'll it'll ultimately be 4.

 **Sunash Naidoo** 46:23

OK. And we we are they based, are they national?

 **Celeste Hendriks** 46:27

Eastern Cape Polokwane Popo Freestate and kazetin.

 **Sunash Naidoo** 46:36

What is the staff complement of Bankseta please?

 **Celeste Hendriks** 46:40

The approved staff complement is 94.

 **Sunash Naidoo** 46:43

Thank you for excellent.

Thank you, Celeste.

 **Jackie Kwinika** 46:50

Thanks. Over to you, Karen.

 **Karen Prinsloo** 46:52

Thank you so much.

Sorry, Jackie, I couldn't get my mic off.

 **Jackie Kwinika** 46:58

No problem.

 **Karen Prinsloo** 46:58

Just one question from my side is for us to calculate the cost for the our cost we use normally the annual premium income for the risk benefit.

So for instance, the the death benefit is like 50,000 per month.

We use that on a on the assessor scale to work out what our fee will be.

So will that be available to us?

Can you provide that just the total payroll that the amount you pay over to full like to liberty and also the amount that you pay over to Ulta Mutual for the total benefits day?

 **Celeste Hendriks** 47:42

You can find that in the apps that's on the website.

 **Karen Prinsloo** 47:48

I thank you.

 **Jackie Kwinika** 47:52

Thanks. Not sure. OK. OK. Carol, the floor is open.

 **Carol Lenzi** 47:58

Thank you, Jackie.

So just a question because this is for consulting services to the current retirement fund and group risk.

For bank sector, for 94 employees, can you confirm that Commission is currently being paid?

By the product to the current consultant.

 **Celeste Hendriks** 48:21

Yes.

 **Carol Lenzi** 48:23

OK.

OK.

Thank you.

 **Jackie Kwinika** 48:29

I think Carol Sona, she, is that a retired hen?

 **Sunash Naidoo** 48:33

No, no, no.

This is a new end, yeah.

So just just a follow up question. When it comes to claims, for instance on the on, on, on the risk policy, are those claims directly done by BANKSETA to go through to the insurer or does this happen via the broker?

 **Celeste Hendriks** 48:50

This happens via the broker.

SN Sunash Naidoo 48:52
By the broker. Cool. Thank you.

JK Jackie Kwinika 48:55
Yeah. Thanks.
Yes, Carol.

CL Carol Lenzi 49:04
Vicky, just one more question.
On the Old Mutual. So you've got the retirement fund with Old Mutual.
Is that the Super Fund?

 **Celeste Hendriks** 49:13
Yes.

CL Carol Lenzi 49:14
OK.
All right.
Thank you.

JK Jackie Kwinika 49:20
Are we covered? Are we happy?

SN Sunash Naidoo 49:25
Sapphire from my side. Thank you.

JK Jackie Kwinika 49:27
OK.
OK.
No, it seems like we don't have any other questions. And then at the point of departure is we'll upload.
On our website, but there's a date that we have specified in the document and let me just click confirm the date.
This recording will be uploaded on their website and then.

The final date for questions is the 3rd of March. If you've got any question, Please ensure that you send that through that that's Monday.

Send those question by Monday and next week. Then if there's no question, then I will be upload.

I will be able to upload the transcript by the 4th or the 5th of March, so you are able to get some time to prepare.

For your submissions, and if there is no nothing to discuss anymore, would like to wish you all the best with your proposals and goodbye for now meeting Ajay.

SN Sunash Naidoo 50:42
You bite.

TS Thamsanqa Skosana 50:42
Thank you.

PR Prudence Radipabe 50:43
Thank you so much. Bye.

JS Jeanene Schwartz 50:43
Thank you. Bye.

CS Claire Sherwood 50:45
Yeah. Thank you.

BN Busisiwe Ngomane 50:46
Thank you so much. Thank you. Bye.

NM Nadia Momple (SanlamConnect) 50:46
Thanks everyone.
Thanks, bye.

CL Carol Lenzi 50:49
Alright, thank you.

● **Jackie Kwinika** stopped transcription