



# Compulsory TCCP Briefing Session

Virtual ZOOM Meeting

Access Connections Round 2 RFP  
SABEN 0016/2020

*Wednesday 20 May 2020 at 10:00*

# DISCLAIMER

**The RFP explicitly sets out the full requirements for proposals**

**This presentation draws selectively from the RFP**

# DISCLAIMER

## Compulsory TCCP Briefing Session

**Proposals will only be considered from  
companies that attend this  
Compulsory Briefing Session**

*Each participant registered for the  
meeting – that provides the record*

# Agenda

- Welcome / Opening
- Meeting procedures
- TCCP team introduction
- TCCP background
- RFP structure
- Critical dates and deadlines
- Engagement with TCCP team
- RFP delivery
- Price proposal template
- Website
- Questions and Answers
- Closeout

# Meeting Procedure

- A few minutes will be for participants to join and for the ZOOM session to stabilise
- Presentation will proceed without questions
- Please switch off your microphones during the presentation
- Questions to be typed on the ZOOM Chat for attention the meeting coordinator
- **The session is being recorded**

# TCCP Team Introduction

- **SABEN**
  - Helga van Wyk – Project lead
  - Lizanne Penderis – Project manager
  - Michael Acres – Project advisor
  - Mark Day – SABEN technical
  - Firdous Jamie – Project support
  - Keigh-Lynne Jonathan – Project support
  - Wesley Adriaanse – Project technical
- **SANReN**
  - Ajay Makan
  - John Hay

# TCCP Background

- The TCCP is an ICT infrastructure initiative by the DHET and funded through a NSF grant to connect TVET College Campuses to the SANReN.
- The purpose of this project is to solve bandwidth poverty at South Africa's TVET Colleges by connecting them to the SANReN, thereby enabling them to contribute to meeting the goals of the developmental state.
- The DHET has appointed the South African Broadband Education Network (SABEN) to implement the project.
- The first RFP was issued in February 2019.
- This is round 2 of the RFP Process - Purchase orders for certain sites could not be implemented, necessitating this round to get fresh proposals.

# Round 2 RFP Structure

- Connections for 42 sites.
- The proposal package **shall** include the following items (refer to Table 3 in the RFP for detail):
  - Company registration certificate.
  - Tax clearance certificate or evidence of application for tax clearance.
  - VAT registration certificate.
  - B-BBEE certificate (if available and to qualify for price preference points).
  - Company financial profile.
  - Examples of recent projects.
  - Description of existing staff to execute and support connections.
  - RFP Compliance Table.
  - Pricing Proposal Schedule (Annexure 2).
  - Service Level Agreement (the service providers standard SLA).
  - Declaration by proposer (Annexure 4).
  - Supporting annexures for the compliance table (as per Compliance Table).



# Critical Times and Dates

- Requests for clarification
  - Be made in writing by e-mail to [rfp@saben.ac.za](mailto:rfp@saben.ac.za)
  - Include a reference to the SABEN RFP No: SABEN 0016/2020.
  - Will be accepted by SABEN up until **15:00 on 10 June 2020.**
  - Will not be accepted telephonically.
- SABEN shall respond to the requests within three (3) business days.
  - The clarifications will be made available to all interested parties by a notification on the following website: <http://SABEN.ac.za>

# Critical Issue

- Any other contact with SABEN, TENET or SANReN personnel involved in this RFP is not permitted during the RFP process other than as required through existing service arrangements or as requested by SABEN as part of the RFP process.

# Critical Times and Dates

- Email submission of proposals.
- The Email subject shall be  
**RFP No: SABEN 0016/2020 – TCCP Round 2/Company Name**
- The Email body shall contain the below table:

RFP No: SABEN 0016/2020 – TCCP Round 2	
Submitting company name	
Authorised company representative	Name:
	Telephone number:
	Email address:

- The Email must be sent over Transport Layer Security (TLS) encryption to preserve the original content.
- Automatic confirmation receipt of received Emails will be issued.
- **Closing time and date for submissions is 17:00 on 19 June 2020 (no consideration will be given to submissions received after this time).**

# Transport Layer Security (TLS) encryption

- Transport Layer Security (TLS), provides a way to encrypt a communication channel between two computers over the Internet.
- Anyone who intercepts encrypted emails is left with garbage text
- To help ensure the integrity of email messages.
- This is key for ensuring the protection of usernames, passwords, personal details, and other sensitive information that's often found in emails.

# RFP email Delivery

- Files in the electronic proposal pack should be named as prescribed in Table 3 where [name] is the name of the proposing company.
- The MS Excel spreadsheet shall be completed and submitted:
  - In the prescribed format.
  - In a readable and editable format.
  - Not require a password.
- The electronic proposal pack shall be attached to an Email sent to: [rfpacround2@saben.ac.za](mailto:rfpacround2@saben.ac.za)
- Note: The Email address for submissions is different to the Email address for clarifications.

# RFP email Delivery

- Instructions in Table 3 to be followed carefully
- Notes
  - The requirement for 3 years of audited financial statements
  - Evaluation will take place as per the compliance table

#	Item	Mandatory	Electronic Format	Filename
1	Company registration certificate – Certified Copy	Yes	PDF	1 [name] company registration
2	Tax clearance certificate or evidence of application for tax clearance – Certified Copy. <u>No contracts will be awarded to a service provider who cannot provide a valid Tax Clearance Certificate at the time of contracting.</u>	Yes	PDF	2 [name] TCC
3	VAT registration certificate – Certified Copy	Yes	PDF	3 [name] VAT
4	B-BBEE certificate (if available and to qualify for price preference points) – Certified Copy	No	PDF	4 [name] B-BBEE
5a	Company financial profile including most recent 3-year annually audited financial statements inclusive of EBITDA calculation	Yes	PDF	5 [name] Company Profile and Project Examples
5b	Examples of recent similar projects and services as related to this RFP			
5c	Description of existing support staff appropriate for project management, design, installation and support of proposed connections (maximum three (3) pages)			
6	RFP Compliance Table	Yes	PDF	6 [name] RFP Compliance Table
7	Pricing Proposal Schedule (Annexure 2)	Yes	PDF	7 [name] Pricing Schedule pdf
8	Pricing Proposal Schedule (Annexure 2)	Yes	MS EXCEL	8 [name] Pricing Schedule Excel
9	Service Level Agreement (the service providers standard SLA) If an existing SLA with SABEN, it must be referenced as it will be used in the case of award.	Yes	PDF	12 [name] SLA
10	Declaration by proposer (Annexure 4)	Yes	PDF	13 [name] Declaration
11	Supporting annexures for the compliance table	As per compliance table	PDF	14 [name] [document title]

# Price Proposal Template

- Pricing shall be fixed.
- Pricing shall include all elements required for the connection between the PoP and termination at the CPE device on campus. **No additional costs will be accepted.**
- The price proposal shall include provision for any and all necessary Environmental Impact Assessment (EIA) studies.
- Price Proposal Template (refer to Table 2 of the RFP).

TVET Name	Site/Campus Name	Campus Latitude	Campus Longitude	Selected PoP (if alternate PoP is used, that is not on supplied PoP list, clearly state PoP name and reason why)	Technology	Bandwidth	Non-recurring Cost (ex VAT)	Monthly Recurring (O&M including NNI) (ex VAT)	Months of Service	Monthly Recurring (O&M) Total (ex VAT)	Contract Total (ex VAT)	Lead Time to Commission (best estimate)
25 Capricorn TVET College	CAP - Ramokgopa	23°28'5.71"S	29°49'3.48"E	Teraco Rondebosch (TSN 462)	Dark Fibre	Dark Fibre	5000	5000	36	180000	185000	12 weeks
16 Coastal TVET College	CKC - Appelsbosch	29°23'15.34"S	30°50'58.81"E	TUT - Polokwane (TSN 56)	Managed Fibre	200	10000	3000	36	108000	118000	8 weeks
16 Coastal TVET College	CKC - Assalaam	30°17'50.60"S	30°32'38.70"E	Teraco Rondebosch (TSN 462)	Wireless	200	8000	2500	36	90000	98000	6 weeks

# Price Proposal Template

- The proposal design and costing shall be provided as per the Price Proposal Template in Annex 2.
- Service providers undertake that feasibility of the proposed connections has been confirmed prior to making any proposal.
- PoPs:
  - The recommended PoPs for each college are listed in Annexure 3.
  - Pricing for the most suitable PoP on the recommended list shall be included.
  - Proposals for alternative PoPs that provide better price performance connections may be proposed. A motivation as to why the alternate PoP should be considered shall be included as per the Price Proposal Template (Annexure 2).
- More than one connection proposal may be submitted for any one site. In such a case, a fully completed row should be inserted for each unique proposal. This could be for:
  - Pricing for more than one PoP.
  - Pricing for more than one Technology.
  - Pricing for more than one connection bandwidth.
- Backhaul details shall be provided when the aggregation point is not the PoP.
- The responders are to provide SABEN with the best lead time to the commissioning of each connection. This data to be included in the pricing spreadsheets (Lead Time to Commission best estimate).



# Special Conditions

- Service providers will be required to provide detailed site surveys and implementation plans for each awarded site within 4 weeks of a purchase order award, in line with the framework to be provided by SABEN.
- SABEN reserves the right to withdraw awarded purchase orders for connections where:
  - Agreed timeframes for site surveys and project implementation plans are not met;
  - Site surveys and implementation plans are not in accordance with the SABEN framework.
  - The proposed connection technology proves un-feasible during the site survey process.
- In the case of a purchase order withdrawal, service providers will have no claim for costs incurred in the site survey and planning process.

# Q&A

- Questions to be typed on the ZOOM Chat for attention the **everyone**.
- Questions not relating to this RFP will be excluded.
- SABEN may elect not to answer the question in the meeting and only post the response online.
- Questions and answers will be posted online.

# Website

- Check the SABEN website regularly for clarifications/queries/updates:  
[www.saben.ac.za](http://www.saben.ac.za)

# Closure