TRANSNET FREIGHT RAIL

an Operating Division of **TRANSNET SOC LTD**

[hereinafter referred to as **Transnet**]

Registration Number 1990/000900/3

REQUEST FOR QUOTATION [RFQ] No. CRAC-JHB-43627

FOR THE PROVISION OF SAP HANA 2.0 SPS05; SAP BW (BUSINESS WAREHOUSE) ON HANA 7.4; SAP BUSINESS OBJECT WEB INTELLIGENCE 4.3 SP1 & DATA SERVICES – PLATFORM & TRANSFORM CLASSROOM-BASED (FACE TO FACE) TRAINING AS AND WHEN REQUIRED FOR A PERIOD OF 12 MONTHS.

ISSUE DATE:	**18 March 2024**
NON-COMPULSORY BRIEFING SESSION VIA MS TEAMS:	**27 March 2024**
CLOSING DATE:	**09 April 2024**
NEW CLOSING DATE:	**23 April 2024**
CLOSING TIME:	**10:00 AM**
VALIDITY PERIOD:	**24 December 2024**
NEW VALIDITY PERIOD:	**13 January 2025**

Note to the bidders:

Bidders are required to ensure that electronic bid submissions are done at least a day before the closing date to prevent issues which they may encounter due to their internet speed, bandwidth, or the size of the number of uploads they are submitting. Transnet will not be held liable for any challenges experienced by bidders as a result of the technical challenges. Please do not wait for the last hour to submit. A Bidder can upload 30mb per upload and multiple uploads are permitted.

Respondent's Signature

Date & Company Stamp

<u>PLEASE NOTE THE FOLLOWING AMENDMENTS IN THE RFQ DOCUMENT</u>:

1. Page 1 and Page 2, Section 1: SBD 1 form- Closing date--
   - Changed from 09 April 2024 to 23 April 2024.
2. Page 1 and Page 11, Validity period-
   - Changed from 24 December 2024 to 13 January 2025
3. Page 5, Section 2: Notice to bidders, point 9- specification/scope of work-
   - Please refer to Addendum 1 -Annexure A for a detailed specification.
4. Pages 9 -10, Section 3 - Evaluation Methodology, Criteria and Returnable Documents-
   - Phase 2: Minimum Threshold 80% for Technical Criteria changed to 1.3 Step Three: Minimum Threshold 80% for Technical Criteria.
5. Pages 9 -10, Section 3 - Evaluation Methodology, Criteria and Returnable Documents-
   - Technical evaluation criteria 1 Resource Experience changed to Experience.
6. Pages 9 -10 Section 3 - Evaluation Methodology, Criteria and Returnable Documents-
   - The Proof to be Submitted and Scoring Guideline changed.
7. Pages 13 -14 Section 3 - Evaluation Methodology, Criteria and Returnable Documents-
   - Returnable documents used for scoring changed.
8. Pages 16 -18, Section 3 - Quotation Form-
   - Price schedule, Column 2, Description of item Changed.

Note to the bidders:

All other terms and conditions of the RFQ remain unchanged

SECTION 1: SBD1 FORM

PART A
INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF TRANSNET FREIGHT RAIL, A DIVISION TRANSNET SOC LTD							
BID NUMBER:	**CRAC-JHB-43627**	ISSUE DATE:	**18 March 2024**	CLOSING DATE:	**23 April 2024**	CLOSING TIME:	**10:00AM**
DESCRIPTION	**FOR THE PROVISION OF SAP HANA 2.0 SPS05; SAP BW (BUSINESS WAREHOUSE) ON HANA 7.4; SAP BUSINESS OBJECT WEB INTELLIGENCE 4.3 SP1 & DATA SERVICES – PLATFORM & TRANSFORM CLASSROOM-BASED (FACE TO FACE) TRAINING AS AND WHEN REQUIRED FOR A PERIOD OF 12 MONTHS.**						

BID RESPONSE DOCUMENTS SUBMISSION

Transnet has implemented a new electronic tender submission system, the e-Tender Submission Portal, in line with the overall Transnet digitalization strategy where suppliers can view advertised tenders, register their information, log their intent to respond to bids and upload their bid proposals/responses on to the system.

RESPONDENTS ARE TO UPLOAD THEIR BID RESPONSE PROPOSALS ONTO THE TRANSNET SYSTEM AGAINST EACH TENDER/RFQ SELECTED.

The Transnet e-Tender Submission Portal can be accessed as follows:

▪ Log on to the Transnet eTenders management platform website/Portal (transnetetenders.azurewebsites.net) (please use **Google Chrome** to access Transnet link/site free of charge);

▪ Click on "ADVERTISED TENDERS" to view advertised tenders;

▪ Click on "SIGN IN/REGISTER – for bidder to register their information (must fill in all mandatory information);

▪ Click on "SIGN IN/REGISTER" - to sign in if already registered;

▪ Toggle (click to switch) the "Log an Intent" button to submit a bid;

▪ Submit bid documents by uploading them into the system against each tender selected.

▪ No late submissions will be accepted. The bidder guide can be found on the Transnet Portal transnetetenders.azurewebsites.net

BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO		TECHNICAL ENQUIRIES MAY BE DIRECTED TO:	
CONTACT PERSON	**George Shai**	CONTACT PERSON	**George Shai**
TELEPHONE NUMBER	**011 584 0588**	TELEPHONE NUMBER	**011 584 0588**
FACSIMILE NUMBER	**N/A**	FACSIMILE NUMBER	**N/A**
E-MAIL ADDRESS	**George.Shai@transnet.net**	E-MAIL ADDRESS	**George.Shai@transnet.net**

SUPPLIER INFORMATION				
NAME OF BIDDER				
POSTAL ADDRESS				
STREET ADDRESS				
TELEPHONE NUMBER	CODE		NUMBER	
CELLPHONE NUMBER				
FACSIMILE NUMBER	CODE		NUMBER	
E-MAIL ADDRESS				
VAT REGISTRATION NUMBER				

_____   _____
Respondent's Signature   Date & Company Stamp

SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		**OR**	CENTRAL SUPPLIER DATABASE	UNIQUE REGISTRATION REFERENCE NUMBER: MAAA
B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE	TICK APPLICABLE BOX] ☐ Yes ☐ No		B-BBEE STATUS LEVEL SWORN AFFIDAVIT		[TICK APPLICABLE BOX] ☐ Yes ☐ No

[A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE/ SWORN AFFIDAVIT MUST BE SUBMITTED FOR PURPOSES OF COMPLIANCE WITH THE B-BBEE ACT]					
1 ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES /WORKS OFFERED?	☐Yes ☐No [IF YES ENCLOSE PROOF]		**2** ARE YOU A FOREIGN BASED SUPPLIER FOR **THE GOODS /SERVICES /WORKS OFFERED?**		☐Yes ☐No [IF YES, ANSWER QUESTIONAIRE BELOW]

QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS	
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?	☐ YES ☐ NO
DOES THE ENTITY HAVE A BRANCH IN THE RSA?	☐ YES ☐ NO
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?	☐ YES ☐ NO
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?	☐ YES ☐ NO
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?	☐ YES ☐ NO
IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 1.3 BELOW.	

PART B
TERMS AND CONDITIONS FOR BIDDING

1. **TAX COMPLIANCE REQUIREMENTS**

1.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.

1.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.

1.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.

1.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.

1.5 IN BIDS WHERE UNINCORPORATED CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.

1.6 WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.

SIGNATURE OF BIDDER:

_____   _____

Respondent's Signature   Date & Company Stamp

……………………………………….

CAPACITY UNDER WHICH THIS BID IS SIGNED: ………………………………………

(Proof of authority must be submitted e.g., company resolution)

DATE:_____

SECTION 2: NOTICE TO BIDDERS

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3   **Specification/Scope of Work**

PLEASE REFER TO ADDENDUM 1 <u>ANNEXURE A</u> FOR A DETAILED SPECIFICATION.

SECTION 3

EVALUATION METHODOLOGY, CRITERIA AND RETURNABLE DOCUMENTS

1.3 Stage 3: Minimum Threshold 80% for Technical Criteria

The test for the Technical and Functional threshold will include the following:

Technical Evaluation Criteria	Points Weightings	Proof to be submitted	Scoring guideline	Scoring Percentage
1. **EXPERIENCE**	60%	The Reseller must demonstrate a strong track record of client satisfaction by submitting a minimum of three (3) client reference letters where they have facilitated the requested training (the references provided are subject to verification). The reference letter to include strong track record of training on the following: 1. SAP HANA 2.0 SPS05 2. SAP BW (Business Warehouse) 7.4 on HANA 3. SAP Business Objects Web Intelligence 4.3 SP01 4. Data Services – Platform and Transform 4.2 Reference letters must meet the below criteria: a) Reference letters must be on client's company letterhead. b) Client (i.e., company name) and client key contact person must be specified on the letter along with key contact person contact details (email address and contact number). c) Must be signed and dated by referee/key contact person.	Submitted four (4) or more relevant reference letters with contactable references Submitted three (3) relevant reference letters with contactable references Submitted two (2) relevant reference letters with contactable references Submitted one relevant reference letter with contactable references No submission	4 = 60% 3 = 45% 2 = 30% 1 = 15% 0 = 0%
2. **TOPICS TO BE**	40%	**Resellers must provide list of topics covered**		

_____   _____

COVERED ON THE TRAINING		which aligns to the scope of work required		
2.1 SAP HANA 2.0 SPS05	10%	The reseller should be able to provide confirmation from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work: 1. SAP HANA Introduction 2. SAP HANA Modeling 3. SAP HANA Advanced Modeling	Confirmation letter covers all 3 topics	3 = 10%
			Confirmation letter covers only 2 topics	2 = 6.6%
			Confirmation letter covers only 1 topic	1 = 3.3%
			Confirmation letter doesn't cover any on the topics	0 = 0%
2.2 SAP BW (Business Warehouse) 7.4 on HANA	10%	The reseller should be able to provide confirmation from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work: 1. Query Design & Analysis 2. Enterprise Data Warehouse Modeling 3. Data Warehouse Modeling 4. Data Acquisition 5. BW360 – Operations & Performance	Confirmation letter covers all 5 topics	5 = 10%
			Confirmation letter covers only 4 topics	4 = 8%
			Confirmation letter covers only 3 topics	3 = 6%
			Confirmation letter covers only 2 topics	2 = 4%
			Confirmation letter covers only 1 topic	1 = 2%
			Confirmation letter doesn't cover any on the topics	0 = 0%
2.3 SAP Business Objects Web Intelligence 4.3 SP01	10%	The reseller should be able to provide confirmation from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work: 1. BOW310 - SAP Business Object Web Intelligence Report Design I 2. BOW320 - SAP Business Object Web	Confirmation letter covers all 2 topics	2 = 10%
			Confirmation letter covers only 1 topic	1 = 5%
			Confirmation letter doesn't cover any on the topics	0 = 0%

		Intelligence Report Design II		
2.4 Data Services – Platform and Transform 4.2	10%	The reseller should be able to provide confirmation from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work: 1. DS10: Data Services – Platform and Transform	Confirmation letter covers the topic	1 = 10%
			Confirmation letter doesn't cover the topic	0 = 0%
Minimum Threshold 80	**80%**			
Total Weighting	**100%**			

Respondents are to note that Transnet will round off final technical scores to the nearest 2 (two) decimal places for the purposes of determining whether the technical threshold has been met.

> *The minimum threshold for technical/functionality [Step Three] must be met or exceeded for a Respondent's Proposal to progress to Step Four for final evaluation.*

4   Validity Period

Transnet requires a validity period of 180 [one-hundred and eighty] Business Days from the closing date of this RFQ, excluding the first day and including the last day. **This RFQ is valid until 13 January 2024.** Bidders are to note that they may be requested to extend the validity period of their bid, on the same terms and conditions, if the internal evaluation process has not been finalised within the validity period. However, once the adjudication body has approved the process and award of the business to the successful bidder(s), the validity of the successful bidder(s)' bid will be deemed to remain valid until a final contract has been concluded.

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5   Returnable Documents

Returnable Documents means all the documents, Sections and Annexures, as listed in the tables below. There are three types of returnable documents as indicated below and Respondents are urged to ensure that these documents are returned with their bids based on the consequences of non-submission as indicated below:

Mandatory Returnable Documents	*Failure to provide all these Mandatory Returnable Documents at the Closing Date and time of this RFQ <u>will</u> result in a Respondent's disqualification.*
Returnable Documents Used for Scoring	*Failure to provide all Returnable Documents used for purposes of scoring a bid, by the closing date and time of this bid will not result in a Respondent's disqualification. However, Bidders will receive an automatic score of zero for the applicable evaluation criterion.*
Essential Returnable Documents	*Failure to provide essential Returnable Documents <u>will</u> result in Transnet affording Respondents a further opportunity to submit by a set deadline. Should a Respondent thereafter fail to submit the requested documents, this may result in a Respondent's disqualification.*

All Returnable Sections, as indicated in the header and footer of the relevant pages, must be signed, stamped, and dated by the Respondent.

a)   Returnable Documents Used for Scoring

In addition to the requirements of section (a) above, Respondents are further required to submit with their Proposals the following **Returnable Documents Used for Scoring** and also to confirm submission of these documents by so indicating [Yes or No] in the table below:

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes or No]

Valid proof of Respondent's compliance to B-BBEE requirements stipulated in Section 7 of this RFQ (Valid B-BBEE certificate or Sworn- Affidavit as per DTIC guidelines) for B-BBEE Level of contributor (1 or 2).
    -    B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline
    -	

RETURNABLE DOCUMENTS USED FOR SCORING	SUBMITTED [Yes or No]

Reference letter -
 	
 The Reseller must demonstrate a strong track record of client satisfaction by submitting a minimum of three (3) client reference letters where they have facilitated the requested training (the references provided are subject to verification). The reference letter to include strong track record of training on the following:
 	
 1.   SAP HANA 2.0 SPS05
 2.   SAP BW (Business Warehouse) 7.4 on HANA
 3.   SAP Business Objects Web Intelligence 4.3 SP01
 4.   Data Services – Platform and Transform 4.2
 	
 Reference letters must meet the below criteria:
 	
     a.   Reference letters must be on client's company letterhead.
     b.   Client (i.e., company name) and client key contact person must be specified on the letter along with key contact person contact details (email address and contact number).
     c. Must be signed and dated by referee/key contact person.	

Confirmation letter from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work:
 	
     1.   *SAP HANA Introduction*
     2.   *SAP HANA Modeling*
     3. *SAP HANA Advanced Modeling*	

Confirmation letter from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work:
 	
     1.   *Query Design & Analysis*
     2.   *Enterprise Data Warehouse Modeling*
     3.   *Data Warehouse Modeling*
     4.   *Data Acquisition*
     5. *BW360 – Operations & Performance*	

Confirmation letter from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work:
 	
     1.   *BOW310 - SAP Business Object Web Intelligence Report Design I*
     2. *BOW320 - SAP Business Object Web Intelligence Report Design II*	

Confirmation letter from SAP that SAP will provide a facilitator/instructor who will cover the course/topics below and each course/topic should cover the outlined objectives stated in the scope of work: 1. *DS10: Data Services – Platform and Transform*	

SECTION 4
QUOTATION FORM

I/We_____

hereby offer to supply the goods/services at the prices quoted in the Price Schedule below, in accordance with the conditions related thereto.

I/We agree to be bound by those terms and conditions in:

• the Standard RFQ Terms and Conditions for the Supply of Goods or Services to Transnet; and

• any other standard or special conditions embodied in this Request for Quotation.

I/We accept that unless Transnet should otherwise decide and so inform me/us, this Quotation [and, if any, its covering letter, and any subsequent exchange of correspondence], together with Transnet's acceptance thereof shall constitute a binding contract between Transnet and me/us. I/We further agree that if, after I/we have been notified of the acceptance of my/our Quotation, I/we fail to deliver the said goods/service/s within the delivery lead-time quoted, Transnet may, without prejudice to any other legal remedy which it may have, cancel the order and recover from me/us any expenses incurred by Transnet in calling for Quotations afresh and/or having to accept any less favourable offer.

_____   _____
Respondent's Signature   Date & Company Stamp

Price Schedule

I/We quote as follows for the goods/services required, on a "delivered nominated destination" basis, including VAT:

Item No	Description of Item	Quantity (# of delegates)	Duration (Days)	Rate per delegate per day	TOTAL PRICE [ZAR]
1	SAP HANA Introduction	8	3		
2	SAP HANA Modeling	7	5		
3	SAP HANA Advanced Modeling	5	3		
4	BW – Query Design & Analysis	6	5		
5	BW – Enterprise Data Warehouse Modeling	6	5		
6	BW – Data Warehouse Modeling	6	5		
7	BW - Data Acquisition	6	5		
8	BW – Operations & Performance	6	5		
9	SAP Business Object Web Intelligence Report Design I	7	2		
10	SAP Business Object Web Intelligence Report Design II	7	2		
11	Data Services - Platform and Transforms	5	3		
				TOTAL PRICE (excl. VAT)	
				VAT 15% (if applicable)	
				Total (incl. VAT)	

_____   _____

Respondent's Signature   Date & Company Stamp

Delivery Lead-Time from date of purchase order: _____ [days/weeks]

Respondents are to note that Transnet will round off final pricing scores to the nearest 2 (two) decimal places.

Notes to Pricing:

1.4.1 Respondents are to note that if the price offered by the highest scoring bidder is not market-related, Transnet may not award the contract to that Respondent. Transnet may-

  (i) negotiate a market-related price with the Respondent scoring the highest points or cancel the RFQ;

  (ii) if that Respondent does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the second highest points or cancel the RFQ;

  (iii) if the Respondent scoring the second highest points does not agree to a market-related price, negotiate a market-related price with the Respondent scoring the third highest points or cancel the RFQ.

  If a market-related price is not agreed with the Respondent scoring the third highest points, Transnet must cancel the RFQ.

1.4.2 All Prices must be quoted in South African Rand, inclusive of VAT.

1.4.3 Any disbursement not specifically priced for will not be considered/accepted by Transnet.

1.4.4 To facilitate like-for-like comparison bidders must submit pricing strictly in accordance with this price schedule and not utilise a different format. Deviation from this pricing schedule <u>will</u> result in a bid being disqualified.

1.4.5 Please note that should you have offered a discounted price(s), Transnet will only consider such price discount(s) in the final evaluation stage if offered on an unconditional basis.

1.4.6 In respect of incoterms conditions, if applicable, please refer to paragraph 25 of the General Bid Conditions which is attached to the RFQ as **Annexure B.**

Specification/Scope of Work

PLEASE REFER TO BELOW ADDENDUM 1- <u>ANNEXURE A</u> FOR A DETAILED SPECIFICATION.

_____   _____

ANNEXURE A

ADDENDUM 1: SCOPE OF WORK

SAP HANA, SAP Business Warehouse, SAP Business Object & SAP Data Services – Platform & Transform

Table of Content

ACRONYMS AND ABBREVIATIONS

VERSION	REVISION DESCRIPTION
TFR	Transnet Freight Rail
ICT	Information, Communication and Technology
SAP BW	SAP Business Warehouse
SAP BOBJ	SAP Business Objects

1. PURPOSE / OBJECTIVE

The purpose of this procurement is to source a vendor to provide classroom-based (face-to-face) training for SAP HANA 2.0 SPS05, SAP BW (Business Warehouse) on HANA 7.4 and SAP Business Object Web Intelligence 4.3 SP0.1 and SAP Data Services – Platform Transform 4.2.

2. CONFIDENTIALITY

A fundamental requirement of the procurement process is that tender information is kept confidential at all times. No team members or stakeholders are allowed to communicate these technical specifications to anyone outside of the process.

3. REQUIREMENT & TECHNICAL SPECIFICATION

Transnet Freight Rail (TFR) is currently running SAP BW version 7.4 on HANA Data Warehouse, SAP Business Object Web Intelligence 4.3 SP0.1 and Data Services 4.2 (Platform and Transform) to consolidate and report on SAP and non-SAP transactional data.

TFR requires qualified Service Providers for the provision of SAP HANA 2.0 SPS05, SAP BW (Business Warehouse) on HANA 7.4, SAP Business Object Web Intelligence 4.3 SP1 and SAP Data Services (Platform Transform) 4.2 training. There is currently no running training contract in place.

The following items are within scope of the requirements/topics:
  i.   Service Provider must be a valid certified SAP partner to offer the requested training. Please note that this is a pre-requisite.
  ii. The provision of the below specified training:

SAP HANA 2.0 SPS05

Course Name (Topics)	Objectives	Duration (Days)	# of Delegates	Delivery method
SAP HANA – SAP HANA Introduction	• Understand the key roles and their responsibilities in an SAP HANA project • Work with the various SAP HANA interfaces used by developers and administrators • Create a data model using SAP HANA modeling tools • Acquire and enrich data and load to SAP HANA • Build a report that runs on an SAP HANA data model • Application development environment	3	8	Classroom - Supplier premises
SAP HANA – SAP HANA Modeling	• Develop information models following SAP best practices for maximum performance and flexibility • SQL and SQL-Script based modeling • Manage projects and modeling content in the SAP Web IDE for SAP HANA • Implement security and data access controls around SAP HANA data models	5	7	Classroom - Supplier premises

SAP HANA – SAP HANA Advanced Modeling	• Understand and put into practice the main advanced modeling capabilities of SAP HANA 2.0 SPS05 in the areas of text search and analysis, graph modeling, spatial analysis and predictive modeling. • Promote these advanced modeling capabilities to extend the core SAP HANA Modeling features. • Broader experience with the modern SAP HANA tooling in XS Advanced (SAP Web IDE for SAP HANA)	3	5	Classroom - Supplier premises

SAP BW (Business Warehouse) 7.4 on HANA

Course Name	Objective	Duration (Days)	# of Candidates	Delivery method
Query Design & Analysis	• Gain the knowledge to create query definitions using the Bex Query and to make them available for OLAP Analysis. • Learn how to use advanced query functions. • Learn how to perform OLAP Analysis	5	6	Classroom - Supplier premises
Enterprise Data Warehouse Modeling	• Gain SAP Netweaver Business Warehouse knowledge necessary for successful implementation and administration within a heterogeneous SAP NetWeaver BW system landscape.	5	6	Classroom - Supplier premises
Data Warehouse Modeling	• Learn the procedures within modeling of the BW Enterprise Data Warehouse and acquire deep knowledge about modeling and implementation of data warehousing with SAP BW 7.4. on HANA.	5	6	Classroom - Supplier premises
Data Acquisition	• Learn how to extract data from SAP source systems with the SAP API (Application Programming Interface) and how to manage delta data. • Acquire data from using different interfaces such as: SDI - Smart Data Integration, SDA - Smart Data Access, ODP -Operational Data Provisioning, Flat File, DB Connect, XML, and Data Services.	5	6	Classroom - Supplier premises
Operations & Performance	• Understand the Components and Architecture of SAP BW and SAP HANA. • Create and Manage CompositeProviders and ADSO • Perform Delta Merge • Administer and Monitor Data Acquisition • Information Lifecycle Management • Manage SAP BW Transports • Manage SAP HANA Transports • Optimize Query Performance • Administer and Analyze BW Statistics	5	6	Classroom - Supplier premises

	• SAP HANA Administration for BW			

SAP Business Objects Web Intelligence 4.3 SP01

Course Name	Objective	Duration (Days)	# of Candidates	Delivery method
SAP Business Object Web Intelligence Report Design I	• Learn how to create Web Intelligence documents for reporting and analytical purposes: to retrieve data by building queries using SAP BusinessObjects universes, to restrict data with query filters, to display and format data in tables and charts. • Learn how to organize, manage and distribute documents in the BI Launch Pad.	2	7	Classroom - Supplier premises
SAP Business Object Web Intelligence Report Design II	• Enhance and advance Web Intelligence skills. • Learn advanced query techniques, including subqueries, combined queries and synchronizing retrieval from multiple data sources. • Learn how to manipulate calculation contexts, to create complex formulas (with nested functions and IF logic), as well as implementing other useful reporting features, such as tracking changes in data and linking options.	2	7	Classroom - Supplier premises

Data Services – Platform and Transform 4.2

Course Name	Objective	Duration (Days)	# of Candidates	Delivery method
Data Services – Platform and Transform	• Defining Data Services • Source and Target Metadata • Batch Job Creation • Batch Job Troubleshooting • Functions, Scripts, and Variables • Platform Transforms • Error Handling • Changes in Data • Data Services Integrator Transforms	3	5	Classroom - Supplier premises

iii. Experience: The Reseller must demonstrate a strong track record of client satisfaction where requested training was facilitated by providing reference letters, on the client's letterhead, with verifiable references from their clients).

iv. Topics covered on the training must be aligned to the objectives per training course as set out in this scope of work above.

v. Training delivery method (classroom-based (face-to-face))