TENDER DATA

Project title:	**Appointment of a service provider for Strategy Facilitation for a period of 24 months (with an option to renew for a further 12 months).**
Bid no:	**SENT/008/2026-27**

1 BACKGROUND

1.1 Sentech SOC Ltd ("Sentech") is a Schedule 3B State-Owned Company in terms of the Public Finance Management Act 1 of 1999 (PFMA) and is the largest broadcasting signal distributor in South Africa.

1.2 Sentech is a licensed Electronic Communications Network Service provider and operates satellite, television, radio, broadband and digital infrastructure networks.

1.3 Sentech currently operates various telecommunication networks for Satellite, Television, Radio, Internet and more. As such, Sentech is a global enabler of broadcasting and digital content IT delivery.

1.4 ***SENTECH requires to appoint a service provider for Strategy Facilitation for a period of 24 month (with an option to renew for a further 12 months)***

2 LEGAL FRAMEWORK

This tender is issued in accordance with:

- Section 217 of the Constitution of the Republic of South Africa, 1996
- Public Finance Management Act, 1 of 1999
- Preferential Procurement Policy Framework Act, 5 of 2000
- Preferential Procurement Regulations, 2022
- Broad-Based Black Economic Empowerment Act, 53 of 2003
- National Treasury Regulations and SCM Instructions
- Promotion of Administrative Justice Act, 3 of 2000
- Protection of Personal Information Act, 4 of 2013

3 SUBMISSION OF BIDS AND CLOSING OF BIDS

3.1 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.

3.2 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.

3.3 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.3

3.4 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.

3.5 Telegraphic, telephonic, telex, facsimile, e-mail and late Bids will not be accepted.

3.6 This is a two-envelope system for Bid Evaluation. Bidders must submit their proposal and all supporting documentation in a sealed envelope, clearly marked as follows:

a) For manual submissions, Envelope One must consist of "Original Technical Proposal together with a soft copy in PDF format of an electronic medium e.g. USB etc. The soft copy will consist of a single PDF document containing the complete response. The envelope must contain all information and documents relating to the Bid. (Refer to list of returnable documents).

b) No Financial Information must be included in Envelope One.

c) Envelope Two "Original Financial Proposal" (Contract Date and Pricing schedule/schedule of rates as applicable) together with 1 copy of "Financial Proposal" together with a soft copy in PDF format of an electronic medium e.g. Compact Disk (CD), USB etc. The soft copy will consist of a single PDF document containing the complete Financial Proposal.

d) Bidders are required to place the sealed Envelope One together with the sealed Envelope Two into one sealed envelope or container. The sealed envelope or container must be marked with the following information:

For Attention:

- **HEAD OF SUPPLY CHAIN MANAGEMENT**
- **BID REFERENCE NO: SENT/008/2026-27**
- **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.

4. SIGN AND INITIAL

Bidders are required to complete and sign the Bid Forms where required and initial the bottom of all pages, drawings and brochures which are included in the submission as Sentech will not accept any liability with regard to any disputes arising from pages that are missing or duplicated in the aforementioned documents.

Both original signatures and electronic signatures will be accepted.

5. 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.

6. BID VALIDITY

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

7. COSTS OF PREPARING THE BID SUBMISSION

Bidders shall bare all costs associated with the preparation and submission of the proposals. Sentech shall under no circumstances be held responsible or liable for any costs incurred during the bidding process.

8. ADMINISTRATIVE RESPONSIVENESS CRITERIA

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

9. BBBEE CODES AT SENTECH

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

10. 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).

11. 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.

12. 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**

13. EVALUATION CRITERIA

The evaluation criteria are stipulated in 18 below. It is the Bidder's responsibility to ensure that it has responded to the evaluation criteria. Failure to meet the evaluation criteria will result in the Bidder not being evaluated further. Bidders must ensure that they have included all supporting documentation required to support their response to the Bid.

14. OBJECTIVE CRITERIA

14.1 Sentech reserves the right not to award this tender to any Bidder or any of its directors or subcontractors who during the preceding five (5) years –

14.1.1 failed to perform satisfactorily on a previous project with Sentech or any other organ of state; or

14.1.2 wilfully neglected, reneged on or failed to comply with any government, municipal or other public sector contract.

14.2. Sentech further reserves the right not to award this Tender to any Bidder or any of its directors or subcontractors who have been blacklisted by any organ of state or committed and/or charged in

any court of law or similar tribunal or forum with any act of tax non-compliance, fraud, corruption and/or dishonesty of whatsoever nature.

15. 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.

16. ALTERNATIVE/SUBSTITUTE PRODUCTS

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

17. 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.

18. 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.

19. BID EVALUATION METHOD

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

An 80/20 system will be followed for Technical and Price offer	**1. Stage 1 – Administrative Responsiveness Evaluation** All the Technical Proposals will be evaluated against the **Administrative responsiveness requirements** as set out in the list of returnable documents. **2. Stage 2 –Technical Evaluation** **Functional Evaluation Criteria** All Proposals that qualify based on the administrative responsiveness requirements will be evaluated against the Functional Evaluation Criteria. Bidders must score 90 points or more out of a total of 115 points allocated. Bidders who score less than 90 points will not be evaluated further. Bidders who obtain the required threshold points of 90 points or more will qualify for further evaluation. Sentech reserves the right to request clarification on any aspect of the tender in line with its policies. **3. Stage 3 – Bidders' Presentation** Bidders qualifying in Stages 1, and 2 will be required to do a presentation to enable SENTECH to observe presentation method and clarify questions that might arise from the evaluation process. Bidders must score 40 points or more out of a total of 50 points allocated. **4. Stage 4 – Risk Assessment** Bidders that have qualified on the basis of achieving the required evaluation score may undergo a further risk assessment and may be disqualified from being evaluated further should the risk assessment so warrant or there are compelling and justifiable reasons to disqualify a bidder. The risk assessment will be based on any identified risks that arise out of the bidder's responses and any other risks that Sentech may identify **5. Stage 5 – Price and Preference** Financial Proposals for Qualifying Bidders will be opened and evaluated. Bidder's financial offers and BEE certificates will be ranked according to price and preference points from the highest number of points to the lowest.

20. 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, and 6.2 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.

21. 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.

22. TECHNICAL RESPONSIVENESS COMPLIANCE

The Technical Evaluation will encompass evaluation of:

- Mandatory Criteria
- Functional / Technical Criteria

23. TECHNICAL EVALUATION CRITERIA

23.1 Functional Criteria

#	Functional criteria	Proof Required	Points
1	**Number of years' experience facilitating Strategy Development at Executive and Board Level within ICT, broadcasting and or broadband sectors** • More than 20 years of experience…….20 points • Between 16 to 20 years of experience…….15 points • Between 8 to 15 years of experience……10 points • Less than 8 years of experience ……0 points	List of projects supplied on page 15 will be used to determine the number of years of experience facilitating Strategy Development at Executive and Board Level within ICT, broadcasting and or broadband sectors	**20**

#	Functional criteria	Proof Required	Points
2	**Number of years' experience as Research Analyst(s)** • More than 20 years of experience ……20 points • Between 16 to 20 years of experience…….15 points • Between 8 to 15 years of experience……10 points • Less than 8 years of experience……0 points	Curriculum Vitae that shows explicit experience as Research Analyst with experience within ICT, broadband broadcasting, towers, data centres, and satellite sectors	**20**
3	**Number of years' experience of Strategy Content Development Specialist** • More than 20 years of experience……20 points • Between 16 to 20 years of experience…….`15 points • Between 8 to 15 years of experience ……10 points • Less than 8 years of experience……0 points	Curriculum Vitae that shows experience as Strategy Content Development	**20**
4	**List of customers where the service provider has facilitated strategy development/ design sessions within ICT, broadband and or broadcasting segments:** • More than 5 customers……10 points • 4 to 5 customers……8 points • 2 to 3 customers……5 points • Less than 2 customers……..3 points • List not provided……0 points	Complete table on page 16 table listing customers with contactable references and corresponding referral letters from customers that you have serviced in terms of Strategy Facilitation within ICT, broadband and or broadcasting at Exco and Board Level	**10**
5	**Organogram outlining resources to be deployed at SENTECH** • Team organogram ……5 points • Organogram not included ……0 points	Team organogram to outline resources allocated to the SENTECH project including roles and responsibilities. The organogram should *explicitly* highlight years of experience aligned to submitted CVs of the following: • Lead Facilitator, • Co-Facilitator (if applicable), • Research Analyst(s) with expertise in **ICT, broadband, broadcasting, towers, data centres and satellite** • Strategy Content Developer	**5**

#	Functional criteria	Proof Required	Points
6	Methodology and approach clearly describing the Service Providers approach to Facilitation and Strategy Development Session clearly showing the link of customer interface between Service Provider Team and the Sentech Strategy Teams during the project. The methodology must cover the following minimum elements: 1) Methodology clearly defined and the rationale for choice or mix of methods clearly explained 2) Schedule of activities for preparation and planning of the workshop e.g. Exco interviews, pre-reading materials for delegates, etc 3) Highlights of research insights to be covered, current trends, future projections, impact on the sector and SENTECH 4) Programme for the two-day strategy workshops, e.g. themes, breakaway sessions, highlighting how engagements will be weaved to cover different business units for media, broadband, towers, satellite, and data centre 5) Feedback session post two post Exco workshops with the Strategy Team 6) Schedule of activities to drive drafting of the Corporate Strategy and presentation to Exco 7) Final presentation for recommendation to Exco in preparation of SENTECH Board sessions. **Evaluation indicators:** • **Excellent methodology** – Comprehensive end- to-end Methodology and Proposal that fully addresses ALL aspects of the elements, criteria specified and demonstrates an excellent, innovative, dynamic approach/solution and understanding of the scope of work. **=40 points** • **Good methodology** – An end- to-end Methodology and Proposal that covers all or the majority of the aspects, elements and criteria specified. The proposal provides a good/adequate approach or solution to the scope of work. **=30 points** • **Average methodology** –Methodology and Proposal fails to address most of the aspects, elements and criteria specified. Methodology is classified as providing an average understanding of the requirements and an average approach or solution to the scope of work. **=10 points** • **Unsatisfactory methodology-** Methodology and Proposal contains many deficiencies and does not address all or the majority of the aspects, elements and criteria specified. Methodology does not demonstrate an adequate approach/solution and or understanding of the scope of work. • No methodology attached =**0 points**	Attached detailed Methodology and Proposal	**40**
	Qualifying Score: 90 points out of 115	**TOTAL SCORE**	**115**

Table 1: Functional Criteria

Total minimum qualifying functional score is 90 points.

N.B. Bidders who met the qualifying threshold of the Functional Criteria will be required to do a presentation

Content to be assessed	Proof required	Points
Preplanning and desktop research • **Good**: the content provided demonstrates a full understanding of the preplanning requirement **= 5 points** • **Average**: the content provided demonstrates understanding of the requirement, but missing critical elements of the preplanning phase **= 2 points**	• 1 slide high level of what will be covered in the preplanning phase	5

Detailed Day 1 and Day 2 Exco Strategy Development Sessions • **Good**: the content provided demonstrates a full understanding of requirements **= 10 points** • **Average**: the content provided demonstrates understanding of the requirement, but missing some elements of the requirement **= 5 points** • **Unsatisfactory**: the content provided does not address the requirement **= 0 points**	• 2 slides providing a detailed sample of what will be covered	10
Research approach to be used to cover SENTECH's business units, including ICT, Broadcasting, Broadband services, Towers and Data Centres, and Satellite • **Good**: the content provided demonstrates a full understanding of requirements and balanced across all five areas **= 25 points** • **Average**: the content provided demonstrates understanding of the requirement, but not balanced and missing some elements of the requirement **= 10 points** • **Unsatisfactory**: the content provided does not address the requirement **= 0 points**	• 3 – 5 slides providing a high level of research and insights to be prepared for the two day strategic development sessions with Exco • As part of the above slides, explicitly highlight the resource, number of years of experience in their particular field, having facilitated or co-facilitated at Exco and Board	25
Detailed Day 1 and Day 2 Board Strategic Planning Sessions • **Good**: the content provided demonstrates a full understanding of requirements **= 10 points** • **Average**: the content provided demonstrates understanding of the requirement, but missing some elements of the requirement **= 5 points** • **Unsatisfactory**: the content provided does not address the requirement **= 0 points**	• 2 slides providing a detailed sample of what will be covered	10
Total Points		50

Table 2: Demonstration and Technical Risk Assessment
Total minimum qualifying demonstration score is 40 points

Technical Criteria May Include:

- Company experience (website development for large entities)
- Track record with organs of state (if applicable)
- Project methodology
- Team qualifications
- CMS platform capability
- Cybersecurity compliance
- Hosting architecture
- Maintenance support model

24. Risk Assessment

All bids that pass the technical evaluation in 23 will undergo a risk assessment based on the following framework:

Criteria	Comments
e.g. Dishonesty in information presented	
Any additional information received from past references	
Any other information that Sentech may deem important	
Background Checks i.e.: (PEP and adverse media screenings)	
Restriction of suppliers or directors by National Treasury	

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

25. Evaluation of Price and Preference

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

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

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

Sentech will award preference points according to the following table:

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

27. Price Calculation 80/20

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

$$Ps = 80 \left[1 - \frac{(Pt - Pmin)}{Pmin} \right]$$

Where:

Ps	=	Points scored for price of bid under consideration
Pt	=	Rand value of bid under consideration
Pmin	=	Rand value of lowest acceptable bid

28. Price Calculation 90/10

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

$$Ps = 90 \left[1 - \frac{(Pt - Pmin)}{Pmin} \right]$$

Where:

Ps	=	Points scored for price of bid under consideration
Pt	=	Rand value of bid under consideration
Pmin	=	Rand value of lowest acceptable bid

29. 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**