



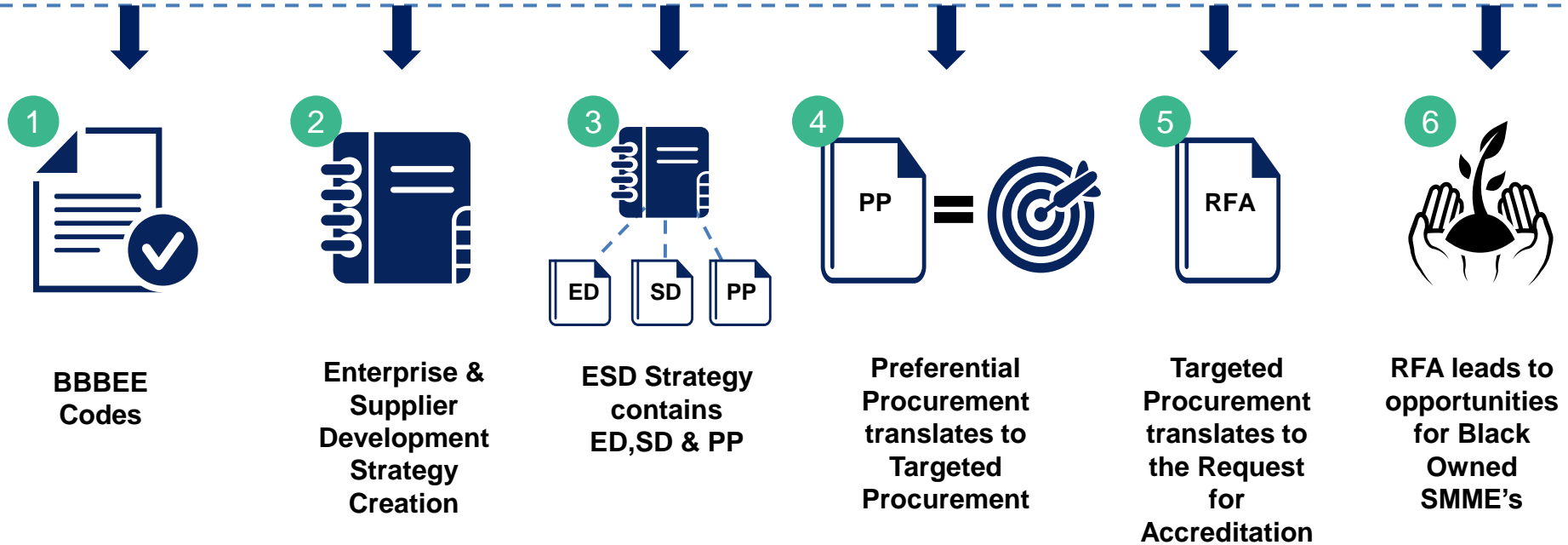
State Information Technology Agency SOC Ltd

**LAN Infrastructure Solution (Cabling)  
Request for Accreditation  
August 2017**

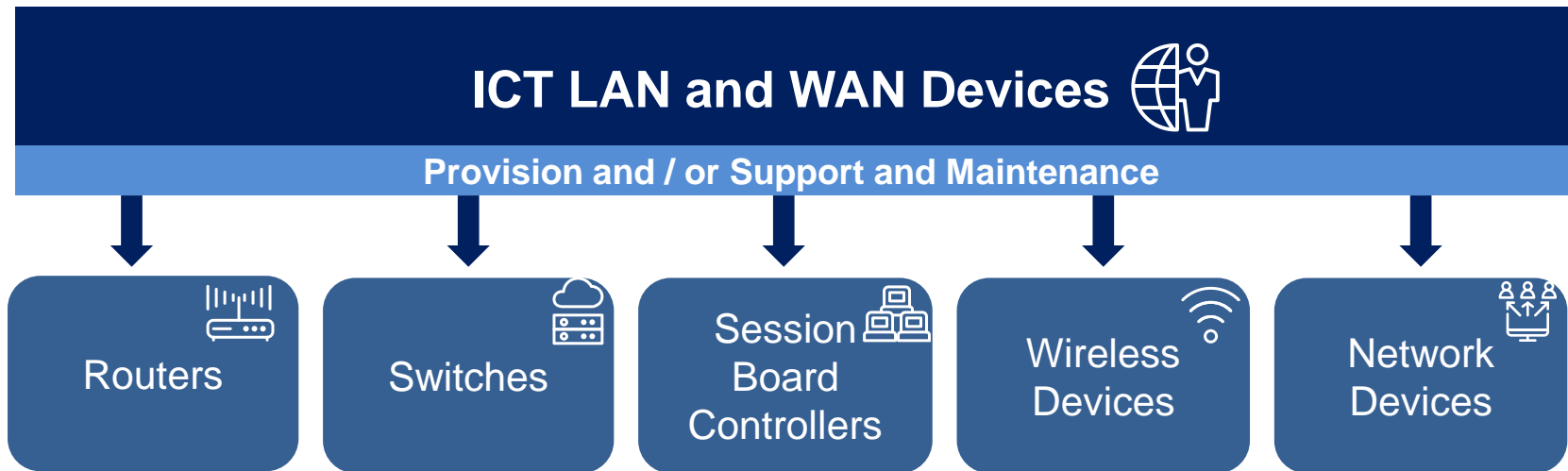
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# SMME TRANSFORMATION JOURNEY



# Targeted SMME Categories



## Additional Information

- Subjected to the scope and technical feasibility, the objective is to:
  - Target procurement of less than R 30m Total Contract Values (TCV) for 51% Black Owned SMME's
  - Any Total Contract Value (TCV) above R30 m will be subjected to 30% mandatory subcontracting to 51% Black Owned SMME's



\* Please note that the SMME Categories suggested above are subject to review

# Background

## Cross Functional team

- A cross functional team was established and tasked to identify categories that can be targeted for SMME preferential procurement opportunities
- The cross functional team developed a solution for the implementation of the LAN Infrastructure (cabling) commodity that specifically accommodates black owned SMMEs and shortens the procurement process turn around times



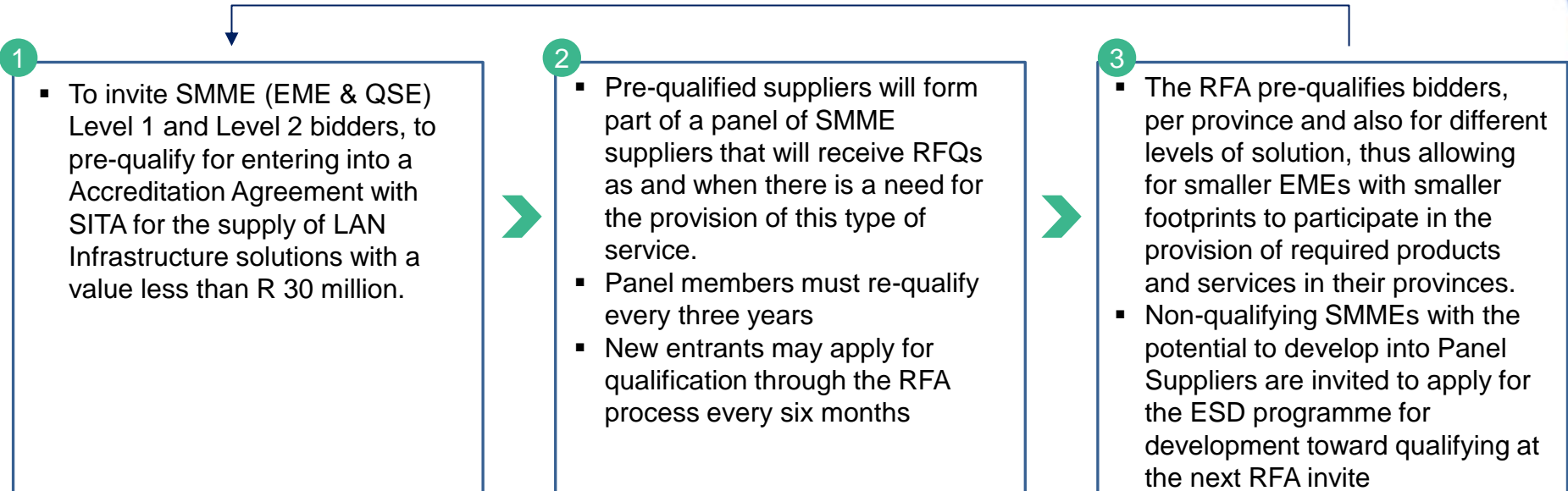
## Outcome

- The executive committee approved the Request For Accreditation (RFA) as the solution



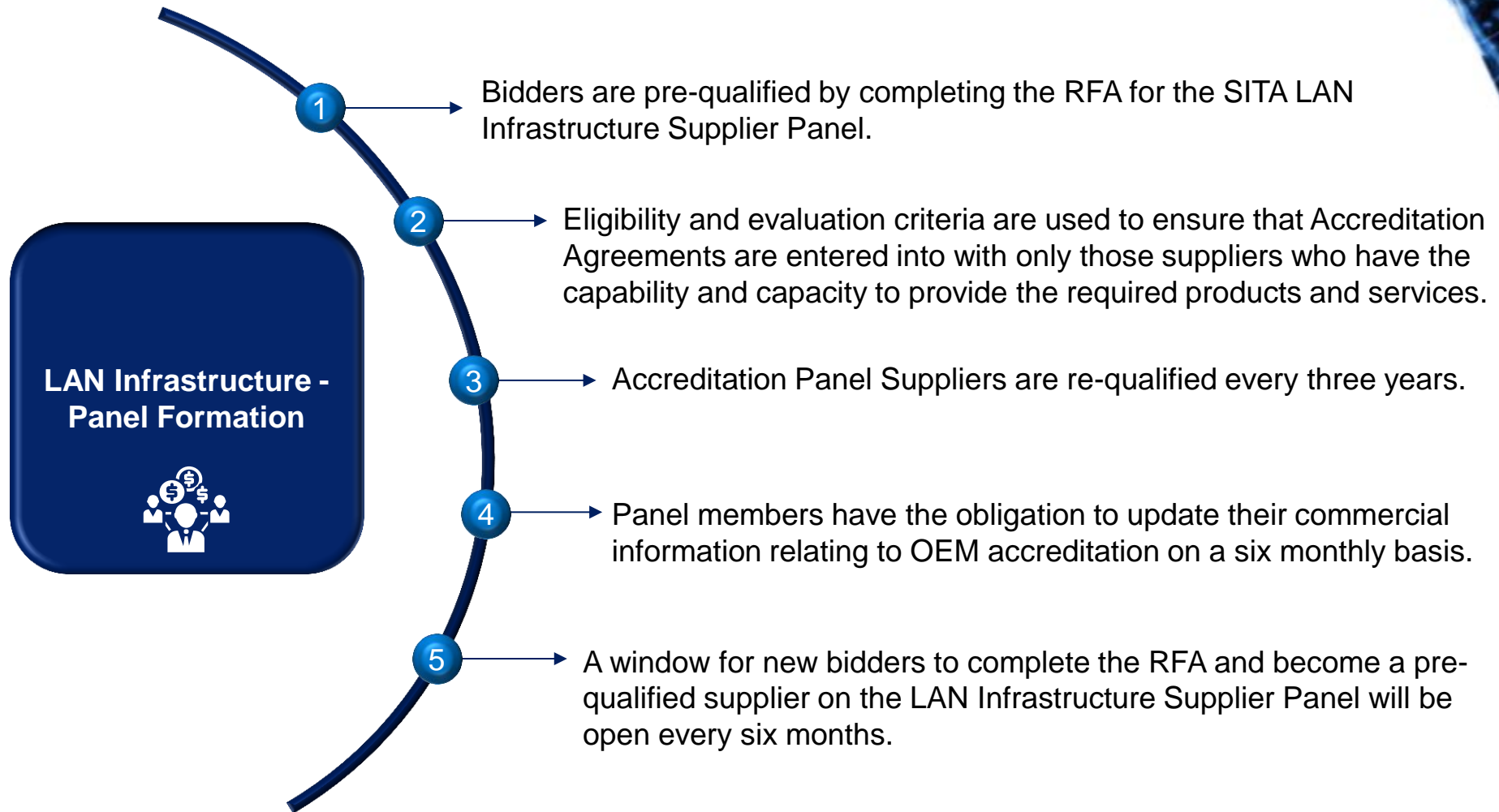
# RFA – The Approach

To maximise opportunities for SMME participation in SITA LAN Infrastructure in the most efficient, fair and transparent way.



Accreditation members are invited to bid on specific cabling projects by means of a shortened RFQ process

# Panel Formation



# RFA - Qualifying Requirements

1

## Technical mandatory requirements



- Must be Black Owned EME/QSE with BBBEE Level 1 or 2
- Must select the level of service to be provided, to pre-qualify
- Must have an established office in at least one province of South Africa
- Must be accredited and certified by OEMs

2

## Functional requirements



- Availability of equipment needed to successfully complete a contract
- Relevant project experience

3




## RFQ stage commercial requirements



- Pricing
- Rotation criteria to be adopted



# Panel Levels

LAN Service Levels	Scope Of Work
<p data-bbox="208 354 363 388"><b>Level - 1</b></p> 	<ul data-bbox="523 339 1653 525" style="list-style-type: none"><li>▪ Supply UTP (Unshielded Twisted Pair) cabling solutions</li><li>▪ This will include advisory, design and planning, supply and implementation, project management, support and maintenance.</li><li>▪ Have the relevant OEM certification</li></ul>
<p data-bbox="208 631 363 665"><b>Level - 2</b></p> 	<ul data-bbox="523 616 1653 802" style="list-style-type: none"><li>▪ Supply UTP cabling and Fibre Optic cabling solutions,</li><li>▪ This will include advisory, design and planning, supply and implementation, project management, support and maintenance.</li><li>▪ Have the relevant OEM certification</li></ul>
<p data-bbox="208 902 363 936"><b>Level - 3</b></p> 	<ul data-bbox="523 888 1734 1273" style="list-style-type: none"><li>▪ Supply UTP cabling and Fibre Optic cabling solutions,</li><li>▪ This will include advisory, design and planning, supply and implementation, project management, support and maintenance.</li><li>▪ Must have the capacity and the resources to supply and install more advanced cabling infrastructure services, including air conditioners, UPS's, lightning protection, raised flooring, fire protection, physical access control and environmental monitoring</li><li>▪ Have the relevant OEM certification</li></ul>

# Responding to the RFA

## ❖ RFA TABLE OF CONTENT

- **Section 1:** Definitions and Acronyms.
- **Section 2:** Instructions for Submitting Bids.
- **Section 3:** RFA Returnable.

**(It is critical that Section 3 is fully understood and all documents are completed)**

# The Procurement Process to support RFA

## Request For Accreditation

### Procurement Process Support Structure

1

Accreditation panel members will be invited to respond to Requests for Quotation (RFQ) when LAN Infrastructure services are required by Government departments and State Owned Entities



2

A rotation system will be applied where more than one panel supplier has pre-qualified for specific services and/or levels of supply and/or specific location (Provinces)

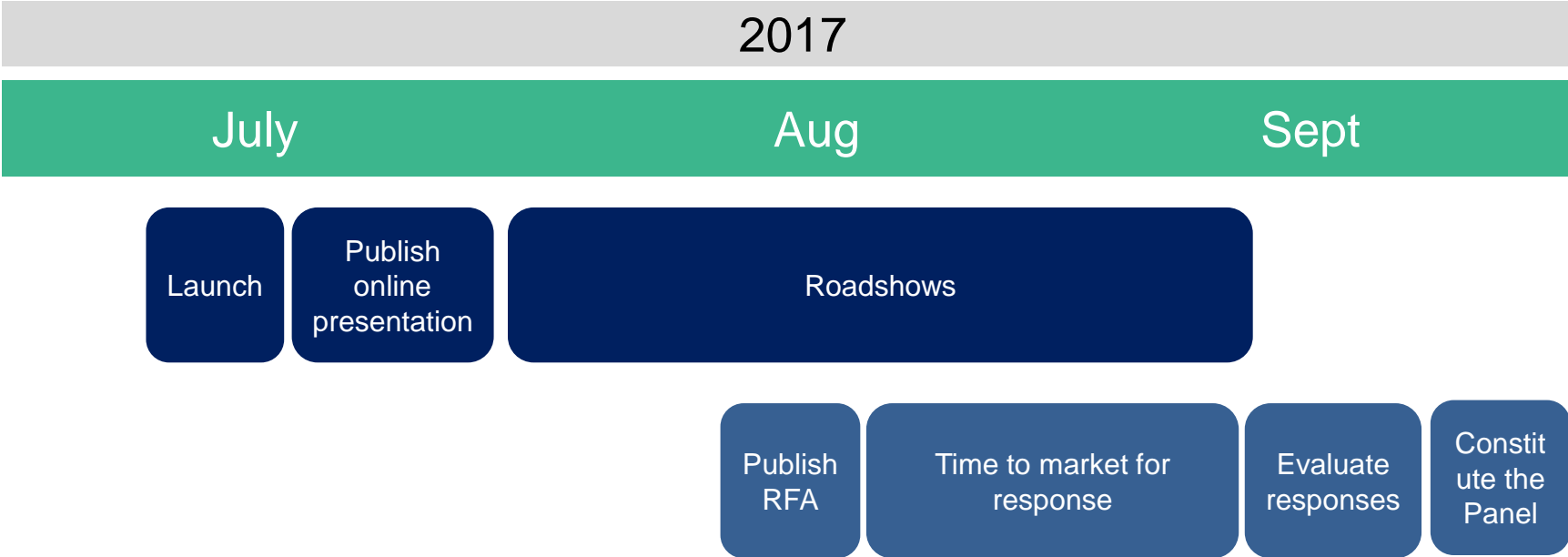


3

Work performed as a result of being awarded an RFQ will be performed under the provisions of the Accreditation Agreement



# Milestones



# RFA - Advantages

The various advantages of the RFA process are described below:

## RFA Advantages



- SMMEs compete amongst themselves whilst regional demand will be fulfilled where the SMME's reside



- SMMEs can choose the panel level they would like to compete on



- RFA contract is valid for three (3) years



- RFA will be refreshed every six months



- Rotation process will be implemented to ensure fairness of work



- Shorter processes therefore delivery time efficiency





Thank you