



# East London IDZ

## DC & SUPPORTING INFRASTRUCTURE 2023 – TENDER BRIEFING SESSION

Reference No: RFP-ICT-085

06 December 2023



# RFP Briefing Session Agenda

- **Housekeeping**
- **Overview of the East London IDZ**
  - Who is the East London IDZ
- **RFP Overview and General Information**
  - Scope of Work
  - Considerations
  - Requirements
  - Response Format
  - RFP Completion Guidelines
  - Handling of Questions
  - ELIDZ Website
- **Procurement Guidelines**
- **Question and Answer Session**

# Housekeeping

## Meeting

- Compulsory briefing meeting

## Attendance Register

- Capture company name, contact person, contact number and email address in the Q&A section.
- Should you not capture them company represented is not signed in the briefing meeting.

## Cellphones \ Microphone

- Please silence your cellphone \ mute your microphone during the presentation

## Handling of Questions During the Meeting

- Type questions on the Q&A section

## Handling of Questions Post Briefing Meeting

- [zandile@elidz.co.za](mailto:zandile@elidz.co.za)



# East London IDZ

## ELIDZ Overview

Reference No: RFP-ICT-085

06 December 2023



# Who is the East London IDZ?

- State-owned company funded by the **provincial** Department of Economic Development and Environment Affairs and the **national** Department of Trade and Industry ( DTI).
- The East London IDZ is governed by a **board of directors representative of key stakeholders** that are integral to the successful functioning of the organization.
- The East London IDZ was designated in September 2002 and began its infrastructure development in 2003.
- The first to receive an operator's permit from the DTI.
- The company is now in full operations.



# East London IDZ

## Project Scope

Reference No: RFP-ICT-085

06 December 2023



# Scope of Work

## **The Scope Of This RFP Includes The Following:**

The East London IDZ would like to appoint a service provider for the supply, installation and configuration of Schneider Electric data centre and supporting infrastructure with maintenance for a one-year period, unless otherwise specified.

The following areas are covered with a detailed scope and requirements in Section B, point 4.

- General
  - Basic Device Configurations
  - Labelling and Asset Tagging
  - Uptime Tier III Audits & Commissioning
  - Packaging and Waste Disposal



# Scope of Work

## The Scope Of This RFP Includes The Following:

The following areas are covered with a detailed scope and requirements in Section B, point 4.

- General
  - Earthing
  - Schneider Electric EcoStruxure Data Centre Infrastructure
  - Corning Fiber Optic Infrastructure
  - FiberGuide Infrastructure
  - CISCO Network Infrastructure and Cabling
  - Infrastructure Maintenance & Support
    - Support Terms and Definitions
    - Fault Logging & On-site Support



# Scope of Work

## The Scope Of This RFP Includes The Following:

The following areas are covered with a detailed scope and requirements in Section B, point 4.

- General
  - Reporting
  - Skills Transfer, Processes & Documentation
  - Project Management

Travel and accommodation costs need to be included where applicable.

# Scope of Work

The Scope Of This RFP Excludes The Following:

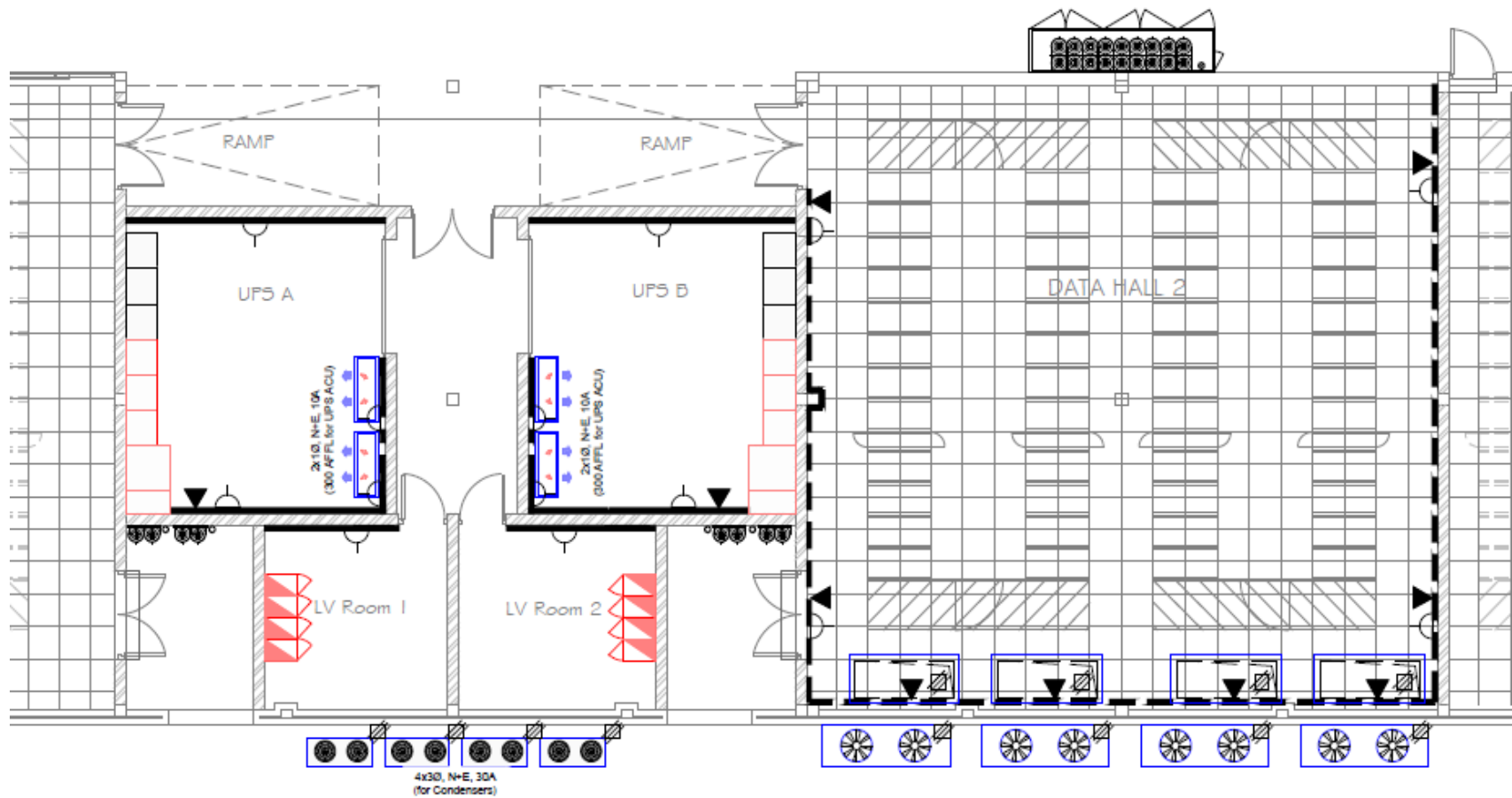
The following is excluded under this project:

- Any infrastructure not listed in Section B, point 4 or procured after the commencement of this contract will be managed separately;
- Fiber from the meet-me room to the existing zone blown fiber infrastructure as well as existing data centres.

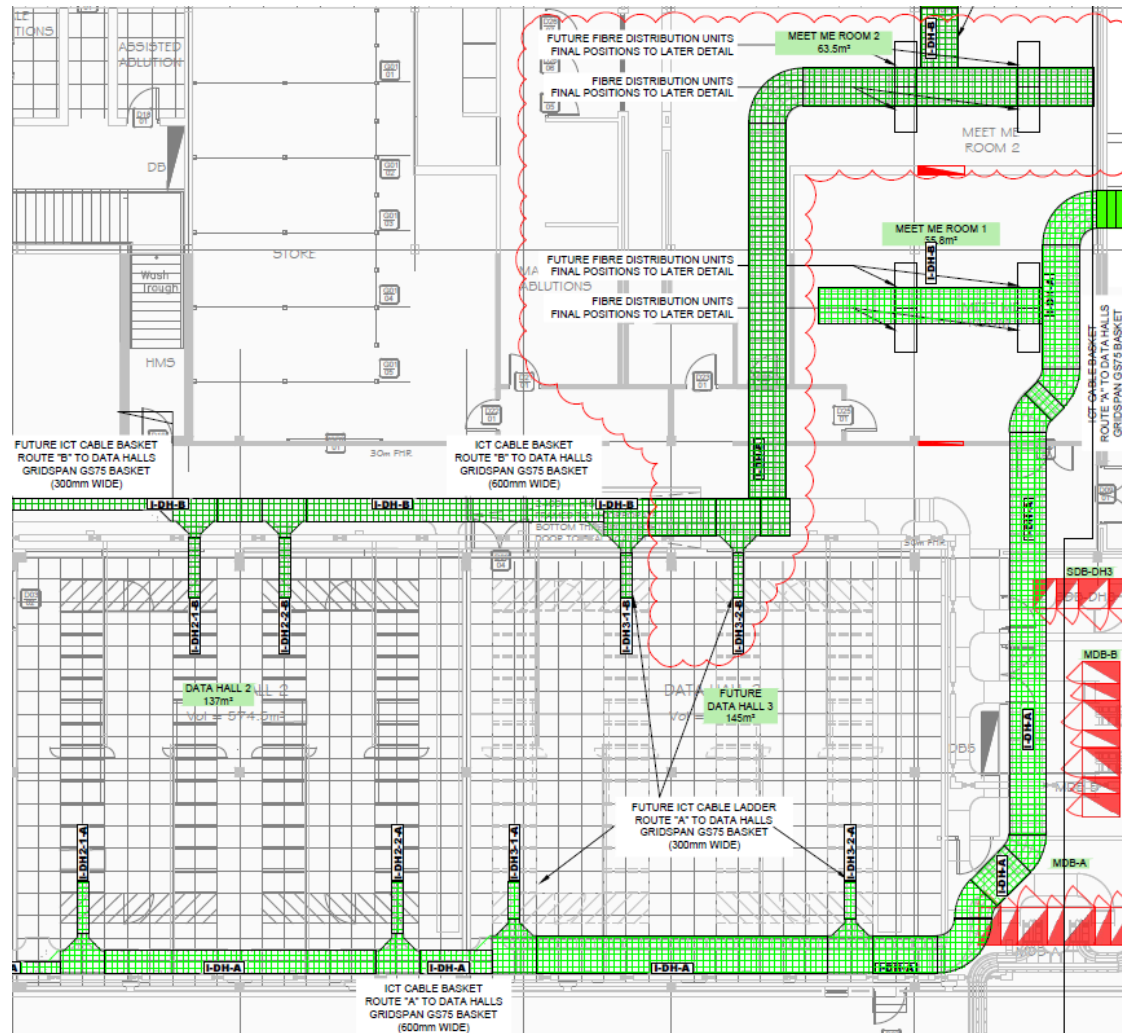
# Stormwind Data Centre Overview



# Stormwind Data Centre Overview

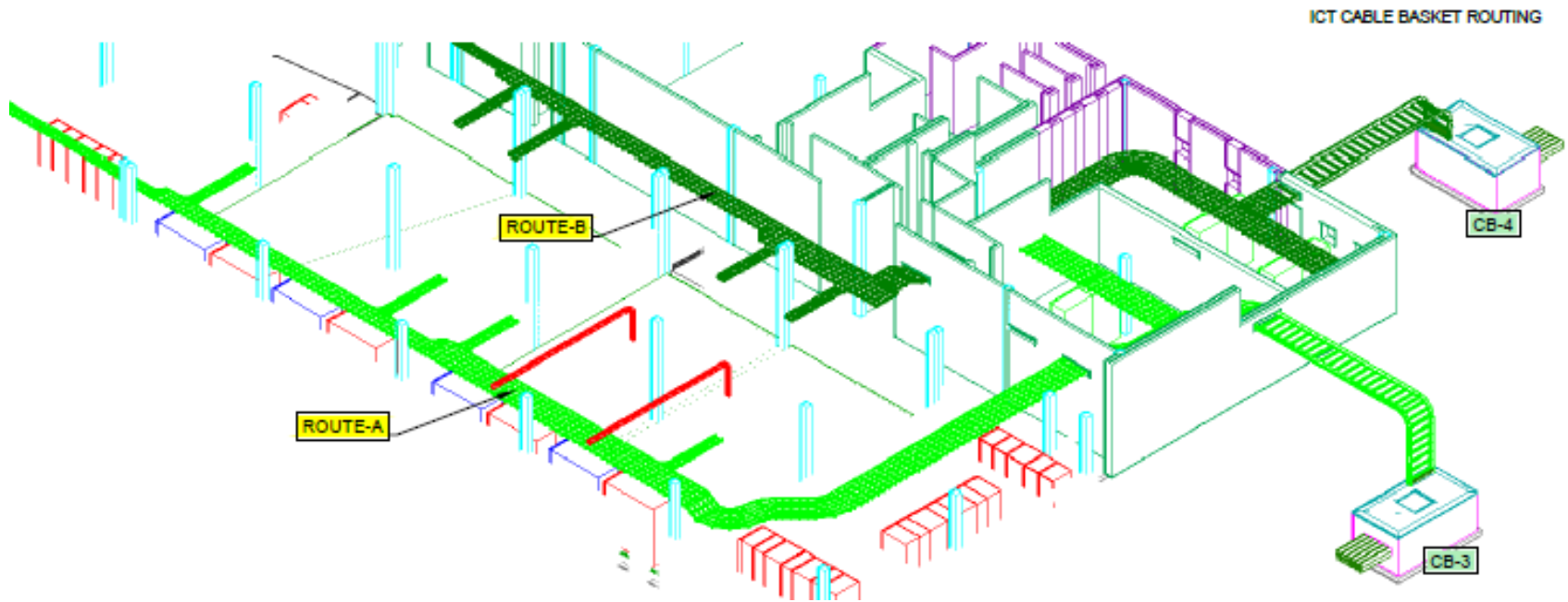


# Stormwind Data Centre Overview

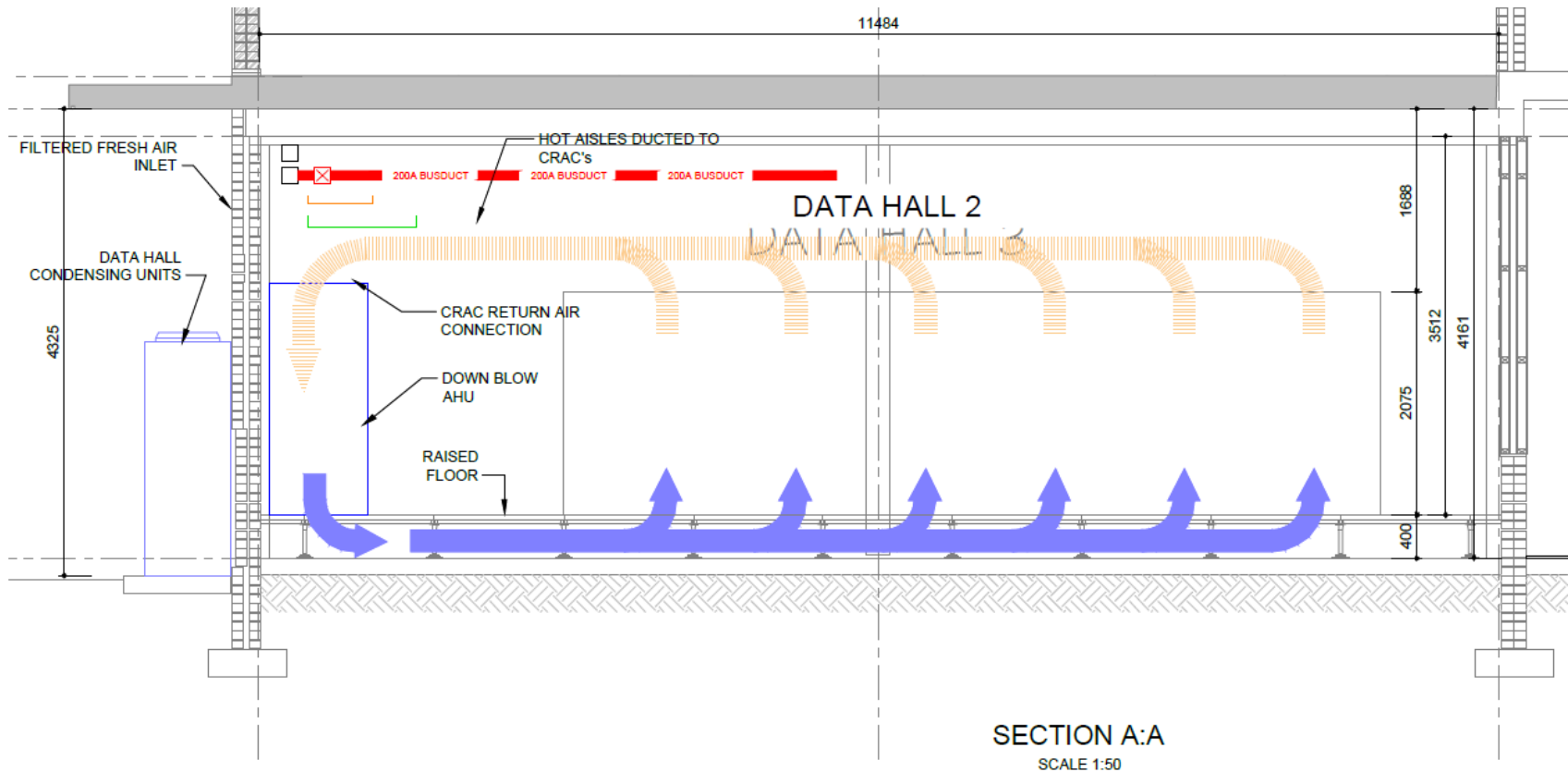




# Stormwind Data Centre Overview



# Stormwind Data Centre Overview





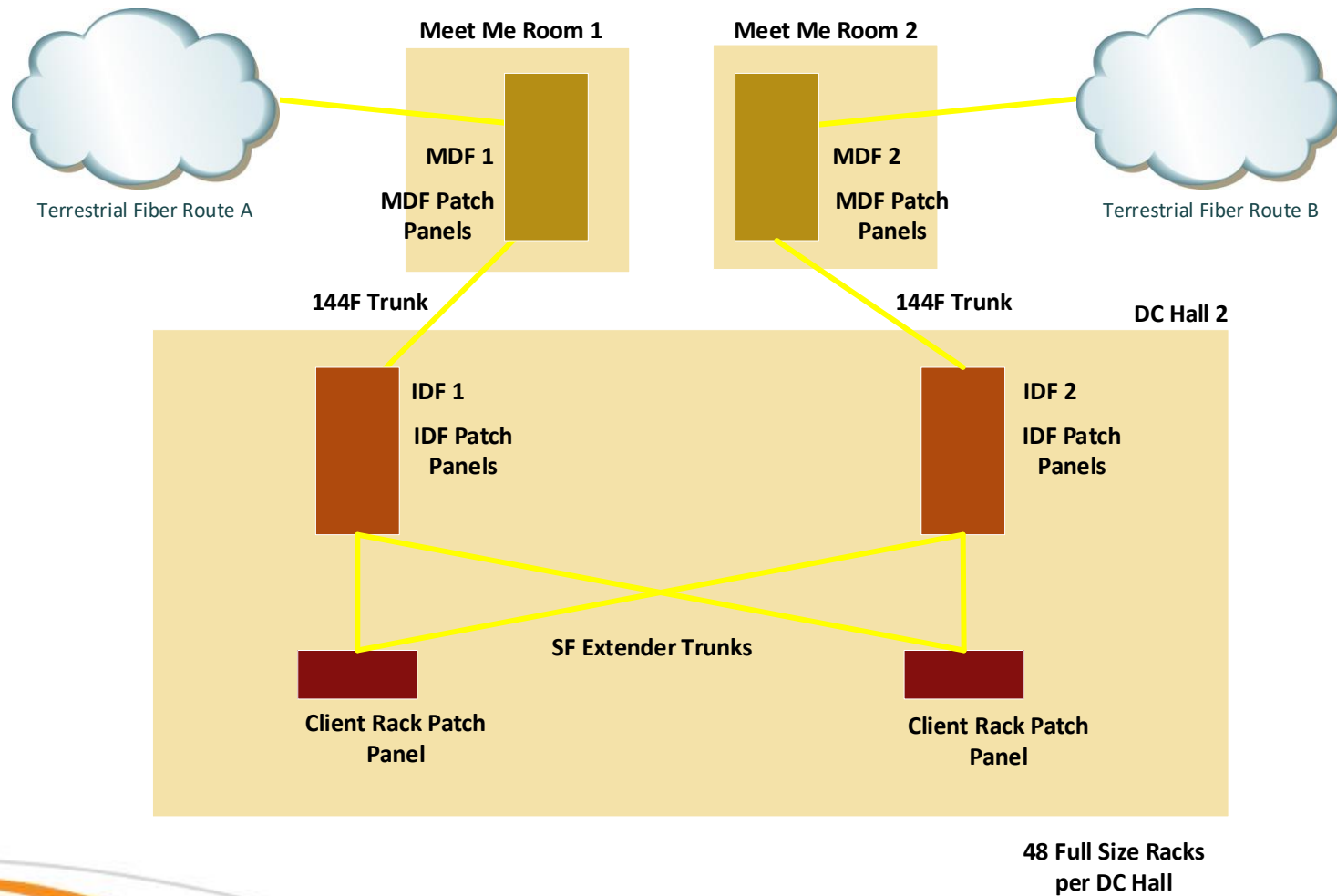
## 16



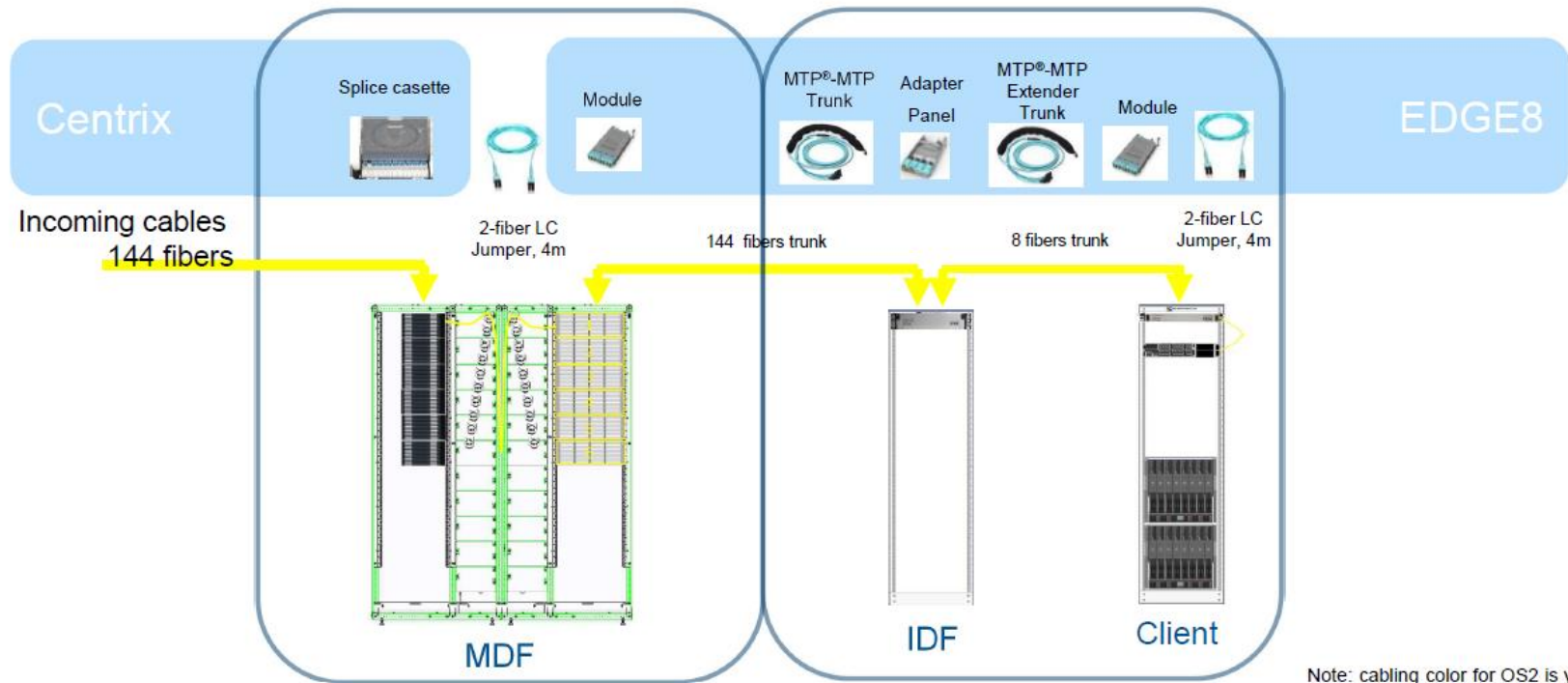
# Stormwind Data Centre Overview



# Stormwind Data Centre Overview

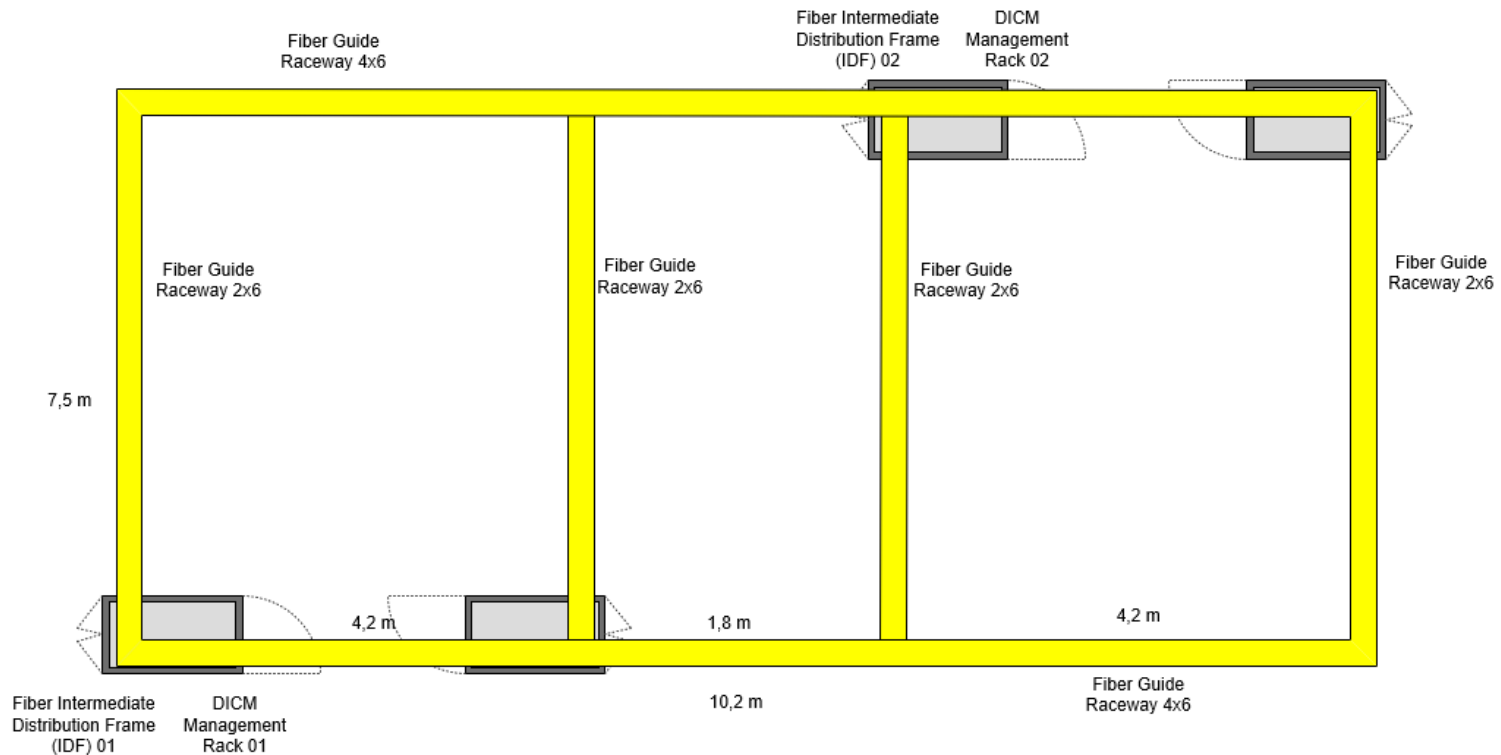


# Stormwind Data Centre Overview





# Stormwind Data Centre Overview



# Functionality:

Evaluation Areas	Evaluation Criteria	Total Max Points	Item Max Points	Evaluation Description
Project Approach	Fault Logging	20	20	Evidence of a service desk provided for fault logging
			0	No service desk provided for fault logging
	Project Management	15	15	Draft project plan provided with milestones and timeline
			0	No draft project plan provided

# Functionality:

Evaluation Areas	Evaluation Criteria	Total Max Points	Item Max Points	Evaluation Description
Service Providers Expertise and Resources	Skills Competency	25	25	Project team members with relevant certifications in both Data Centre and Fiber technologies: Schneider Electric Cooling and Power <b>field service certified</b> , relevant specific SE Products and appropriate Structured Data Centre Fiber certifications
			20	Project team members with relevant certifications in both Data Centre and Fiber technologies: Schneider Electric Cooling and Power <b>field service certified</b> and appropriate Structured Data Centre Fiber certifications
			0	Project team members have no relevant certifications to support the project or only in one discipline



# Functionality:

Evaluation Areas	Evaluation Criteria	Total Max Points	Item Max Points	Evaluation Description
Service Providers Expertise and Resources	Skills Competency	20	20	Project team members have an average of 10 years or more relevant working experience within the data centre power, cooling and structured data centre fibre disciplines relating to the above certifications
			10	Project team members have an average of 5 years or more relevant working experience within the data centre power, cooling and structured data centre fibre disciplines related to the above certifications
			0	Project team members have less than 5 years relevant working experience within the data centre power, cooling and structured data centre fibre disciplines relating to the above certifications

# Functionality:

Evaluation Areas	Evaluation Criteria	Total Max Points	Item Max Points	Evaluation Description
Service Providers Expertise and Resources	References	20	20	3 Relevant references provided on reference templates. This combined average score will then be translated to a final score out of 20.
			0	Less than 3 relevant references provided

# Considerations Continued

## **Financial Considerations**

Payment milestones will be attached to the service level agreement.

## **Time Considerations**

The East London Industrial Development Zone would like this project to commence as soon as possible after approval and the signing of the service level agreement.

## **Area of Service & Facilities**

The delivery of services will be required at the ELIDZ office, Lower Chester Road, Sunnyridge, East London.

Onsite storage and office space will be made available if and when required.

Delivery of the equipment to our new data centre needs to be aligned with either sectional completion or handover of the entire site. The renovation of the new data centre is expected to be completed by the end of January 2023.

# Considerations Continued

## Time Constraints

The ELIDZ envisages the following delivery timelines for the project:

<u>Milestones</u>		<u>Target Date</u>
• Advert and Issuing of RFP	:	24 <sup>th</sup> November 2023
• Compulsory Briefing Session	:	10h00, 07 <sup>th</sup> December 2023
• Deadline for Questions	:	16h00, 15 <sup>th</sup> January 2024
• Response to Questions	:	16h00, 16 <sup>th</sup> January 2024
• RFP Submission Due Date	:	12h00, 22 <sup>nd</sup> January 2024

# Considerations Continued

## Project Team Skills Matrix Example

Team Member	Company	Qualifications \ Disciplines	Years of Experience
Joe Soap	Company ABC	Cooling Field Service Engineer	8 Years
Joe Bloggs	Company ABC	Power Field Service Engineer	5 Years
Joe Sixpack	Schneider Electric	DCIM Engineer	13 Years
Average Years of Experience			8,6 Years

Where a third-party assists the appointed service provider with a portion of the defined deliverables, clearly indicate the scope of the third-party as well as include their relevant skills \ qualifications and years of work experience relevant to this project for the associated personnel.

# Method of Submission

- Tenders must be submitted on-line on the on the ELIDZ website at <http://www.elidz.co.za> - <https://tenderportal.elidz.co.za> - under Opportunities Tenders.
- It will be the responsibility of the tenderer to ensure that the tender documentation are uploaded before 12h00 on the 22<sup>nd</sup> January November 2024.
- Tenderers must submit technical proposal “Envelope A” separate from financial proposal “Envelope B”.
- No financial disclosure must not be included in the technical proposal “Envelope A”
- The financial proposal will only be opened should the technical proposal be found to be acceptable.
- The Envelope A – Technical Proposal:
  - Must include numbered or alphabetized section dividers and a contents page that indicates the numbered or alphabetized section names.
  - Above-mentioned sections to align to documents listed in the above tables articulating the Supporting and Compulsory documentation to be submitted.
  - Ensure the all the documents are property scanned before uploaded and in corrector format prior submission.

# Response Format : Supporting Documentation to be Submitted

- CIPC Registration
- Share certificate
- Proof of disability
- Accredited Valid Original or Certified B-BBEE Certificate for EMES and QSE - Sworn Affidavit confirming annual turnover and B-BEE management split of company
- Proof of Office Location (lease agreement, statement of account, from the municipality and/or confirmation of address/clearance from the municipal councilor)
- Company Profile
- Proposed Solution and Project Approach
- Project Team Skills Matrix and Curriculum Vitae's
- Three (3) Completed and Verifiable Reference Letters for similar work (Annexure 2)
- Supplier Development Plan (If applicable)



# Response Format : Compulsory Documentation to be Submitted

- Completed and Signed ELIDZ Procurement Handbook with all relevant supporting documentation (Tax clearance etc.)
- CSD Registration Certificate
- JV Participation Documentation with consolidated BBBEE (If applicable)

# Handling of Questions

**Questions relating to the RFQ will be accepted via email.**

- Questions relating to the RFP will be accepted until 16h00 on 15<sup>th</sup> January 2024.
- All questions will be noted, responded to via email and circulated to all respondents no later than 16:00 16<sup>th</sup> January 2023.
- Please ensure the company represented is signed in by capturing company name, contract person, contract number and email address in the Q&A section.

**All questions must be submitted to:**

- Zandile Mtebele
- Email: [Zandile@elidz.co.za](mailto:Zandile@elidz.co.za)
- All questions should be in writing
- Verbal question shall not be accepted

# ELIDZ Website – Tender Opportunities

## Full Tender Advert & Documents

The full tender advert is available on the ELIDZ website at <http://www.elidz.co.za>

Tenders are posted under **Opportunities Tenders**

An electronic version of Envelope A & B, ELIDZ Procumbent Handbook and the Reference Letter Template can also be found at the same location.



# East London IDZ

## Procurement Guidelines

Reference No: RFP-ICT-085

06 December 2023



# Procurement Guidelines

## Purpose

- Procurement Policy
- Two-Envelope Method

## Evaluation Criteria 70%

- Functionality – (All tenders with functionality less than 70% of the total functional requirements will not be considered.)

## Preference Points 80/20 or 90/10

- 80 Points for Price
- 20 Points for BBEE

# Procurement Guidelines

## Technical Submission (Envelope A)

- **Completion of Procurement Forms**

- Completion of all sections of Procurement Handbook, inclusive of **Disclosure of Interests** page (Compulsory).
- Submission of B-BBEE Certification and/or Sworn affidavit as outlined in the B-BBEE Act/ original/Certified copy
- Valid SARS TAX clearance Certificate/Pin code
- CSD Registration
- Documents listed under RETURNABLE SCHEDULES/DOCUMENTS must be submitted with Envelope A
- Inclusion of **Price** or any price details in Envelope A 'Technical Proposal ' will result in **disqualification** of the tender

# Procurement Guidelines

## Completion of Price Proposal Schedule (Envelope B)

Non-Completion of the ELIDZ Price Proposal Schedule in Envelope B “Financial Proposal” will result in disqualification.

Total Price should include the provisional amount provided

Price Schedule (figures vs. words & signatures).

Non signed Price Schedule will result in disqualification of bid offer.



# Price Schedule

Description	Qty	Amount ( R )
Schneider Electric EcoStruxure Data Centre Infrastructure	1	
Corning Fiber Optic Infrastructure	1	
FiberGuide Infrastructure	1	
CISCO Network Infrastructure and Cabling	1	
Infrastructure Maintenance & Support	1	
Tier III Commissioning & Load Banks	1	
Sundries	1	
Project Management \ Professional Services	1	
		Amount ( R )
Total		
VAT @ 15%		
Total (Including VAT)		

# Procurement Guidelines

## Envelope Submission:

- Tenders must be submitted on-line on the on the ELIDZ website at <http://www.elidz.co.za> - <https://tenderportal.elidz.co.za> - under Opportunities Tenders.
- **Joint Venture Submission**
  - ✓ JV Document Submissions (e.g. Tax Clearance, Consolidated B-BBEE Certificates, Business Reg. etc.)
  - ✓ JV Participation Split (%) and signed Agreement

# Procurement Guidelines

## Evaluation of Tenders (Adjudication Structures)

Internal Evaluation Committee conducts tender evaluations  
(may invite experts from outside)

Adjudication: *based on financial delegations*

## Adjudicating Structures

Procurement Committee  
Finance & Tender Committee of the Board  
Board of Directors

## Award

Letter of Appointment  
Signing of Service Level Agreement

## Supplier Development

In the event that the successful Bidder has been awarded the contract with value above R 5 000 000.00 for the same goods/services on a consecutive basis, the successful Bidder will be required to submit a Supplier development plan for SMMEs to be agreed with the ELIDZ



# East London IDZ

## Question and Answer Session

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