



## SOUTH AFRICAN TOURISM

### PART C: TENDER EVALUATION PROCESS - (SAT TENDER NUMBER 196/22 DATA WAREHOUSE SOLUTION).

Summary of the Evaluation Phases (table below):

**Table 1: Evaluation Summary**

| Phase 1<br>Administrative and<br>Mandatory bid<br>requirements | Phase 2<br>Desktop Functional Technical<br>Evaluation                                                                                                                         | Phase 3<br>Price and Preference (B-BBEE)<br>Evaluation                             |
|----------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|
| Bidders' responses will be evaluated based on table 2 below.   | Only bidder(s) who score <b>75%</b> and above on phase 2 will proceed to Functional Technical Evaluation.<br><br>This phase is inclusive of Demonstration /Live Presentation. | The tender will be evaluated on either the 80/20 or 90/10 preference point system. |

#### Phase 1: Administrative and mandatory bid requirements

All documents must be completed and signed by the duly authorised representative of the prospective bidder(s). During this phase, bidders' responses will be evaluated based on compliance with the listed administrative and mandatory bid requirements.

**Table 2: Phase 1 Evaluation**

| Document that must be submitted                            | YES/NO | Non-submission may result in disqualification?                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|------------------------------------------------------------|--------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Confirmation of valid Tax Status                           |        | Written confirmation that SARS may, on an ongoing basis during the tenure of the contract, disclose the bidder's tax compliance status. SARS Tax Compliance System Pin                                                                                                                                                                                                                                                                                                             |
| B - BBEE Certificate 1                                     |        | B - BBEE Certificate (South African Companies) or, for companies that have less than R10 million turnover, a sworn affidavit or is required. A copy of the template for this affidavit is available on the Department of Trade and Industry website<br><a href="https://www.thedti.gov.za/gazette/Affidavit_EME.pdf">https://www.thedti.gov.za/gazette/Affidavit_EME.pdf</a><br>(Failure to submit a sworn affidavit will result in non-compliant on the preference points system) |
| Annexure A-Invitation (SBD 1)                              |        | Complete, sign, and initial each page Standard Bidding Documents (SBD) where applicable                                                                                                                                                                                                                                                                                                                                                                                            |
| Annexure B-Registration on Central Supplier Database (CSD) |        | All agencies, including proposed partner/subcontractor agencies must be registered as a service provider on National Treasury's Central Supplier Database (CSD). If you are not registered, proceed to                                                                                                                                                                                                                                                                             |

|                                                                                   |  |                                                                                                                                                                                                                  |
|-----------------------------------------------------------------------------------|--|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                   |  | complete the registration of your company before submitting your proposal. Visit <a href="https://secure.csd.gov.za/">https://secure.csd.gov.za/</a> to obtain your vendor number. Submit proof of registration. |
| Annexure E-Declaration of Interest - SBD 4)                                       |  | Complete, sign, and initial each page of the SBD where applicable.                                                                                                                                               |
| Annexure D-Preferential Procurement SBD 6.1                                       |  | Complete, sign, and initial each page of the SBD where applicable                                                                                                                                                |
| Annexure F-Declaration of Bidder's Past Supply Chain Management Practices - SBD 8 |  | Complete, sign, and initial each page of the SBD where applicable                                                                                                                                                |
| Annexure G-Certificate of Independent Bid Determination - SBD 9                   |  | Complete, sign, and initial each page of the SBD where applicable                                                                                                                                                |

## Phase 2: Desktop Functional Technical Evaluation = Weighting out of 100 basis points

All bidders are required to respond to the technical evaluation criteria scorecard and provide information/portfolio of evidence that they unconditionally hold the available capacity, ability, experience, and qualified staff to provide the requisite business requirements to South African Tourism under this tender.

Bidders will be required to achieve a minimum threshold of **75%** to proceed to Phase 3 for Price and Preference (B-BBEE) level of contribution evaluations.

**Table 3: Phase 2 Evaluation**

| Deliverables / Performance Indicators                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Weight Allocated | Reference pages in the bidder's proposal. |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|-------------------------------------------|
| <b>Evaluation criteria</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                  |                                           |
| <b>1. Company and Employee Experience:</b><br>Bidders relevant experience in setting up Microsoft Data Lake and/or Microsoft Data Warehouse, including the full data migration process, followed to centralise all data in Microsoft Data Lake and/or Microsoft Data Warehouse, shown through:<br><br>Company Microsoft Certified Partnership (Provide Valid Certification proof)<br><br>Company Case Studies of previous work done about the scope of work <ul style="list-style-type: none"> <li>▪ Period when related case studies were delivered, preferably within the last 2 years.</li> </ul> Company Data Warehouse Projects Completed | 15               |                                           |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |    |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|--|
| <ul style="list-style-type: none"> <li>▪ 1-3 D/W Project Completed = 3</li> <li>▪ 3-5 D/W Project Completed = 4</li> <li>▪ 6 or More D/W Project Completed = 5</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |    |  |
| <p><b>2. The team working on the project should have the below skills and years of experience in projects of similar nature with projects completed on these Microsoft Technologies (Azure Synapse Analytics, Azure Data Factory, Azure Data Lake, etc) and Team Members to have Microsoft Certifications (DP-200, DP-201 Azure Data Engineer or AZ-104 Azure Administrator, etc.)</b></p> <p>Technical Project Lead should have:</p> <ul style="list-style-type: none"> <li>• 6+ years' experience (5 points)</li> <li>• 5 years' experience (4 points)</li> <li>• 4 years' experience (3 points)</li> <li>• 3 years' experience (2 points)</li> <li>• Less than 2 years' experience (1 point)</li> <li>• No CV in line with the above requirements (0 Points)</li> </ul> <p>Support team members should have an average of:</p> <ul style="list-style-type: none"> <li>• 5+ years' experience (5 points)</li> <li>• 4 years' experience (4 points)</li> <li>• 3 years' experience (3 points)</li> <li>• 2 years' experience (2 points)</li> <li>• Less than 2 years' research experience (1 point)</li> <li>• No CV in line with the above requirements (0 Points)</li> </ul> | 15 |  |
| <p><b>3. Implementation Approach:</b></p> <p>Bidders must provide a detailed description of how they intend to implement the Microsoft data storage including using PowerBi as the visualization solution. This must include, as a minimum, a project plan with clear time frames, skills, and resources utilised in each area.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 20 |  |
| <p><b>4. Experience using Microsoft Azure Solutions (Demonstration / Live Presentation):</b></p> <p>The bidder is required to present a Microsoft Azure Data Storage Solution in response to the requirements provided:</p> <ul style="list-style-type: none"> <li>• Discovery and Data Preparation</li> <li>• Storage and Data Formats</li> <li>• Ingest and Delivery of Data</li> <li>• Data Transformation</li> <li>• Data Streaming</li> <li>• Integration and Workflow management</li> <li>• Data Security and Governance</li> <li>• Licensing</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 35 |  |
| <p><b>5. Experience using PowerBi (Demo / Live Presentation):</b></p> <p>Bidder is required to show experience in setting up and managing PowerBi as a platform as well as setting up reports and dashboards.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 15 |  |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                           |     |  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|--|
| <p>This must be shown in the form of a demo in conjunction with the proposed Microsoft Azure Solution and demonstrate the below.</p> <ul style="list-style-type: none"> <li>• Demo capability using PowerBi for dashboards/reports from a storage solution</li> <li>• Present embedded dashboards that the bidder has worked on</li> <li>• Provide a process to be followed to ensure security and access to the dashboards/reports is secured</li> </ul> |     |  |
| Total Weight                                                                                                                                                                                                                                                                                                                                                                                                                                              | 100 |  |

If required, they will be at a high level where criteria will be identified that the bid evaluation team might be interested in looking more closely at. The bid evaluation committee will have the opportunity to ask questions and make notes of what they consider to be gaps in the proposals compared with how well the business requirements are satisfied.

- Bids proposals will be evaluated strictly according to the bid evaluation criteria stipulated in this section.
- Bidders must, as part of their bid documents, submit supportive documentation for all functional requirements as indicated in the Terms of Reference. The panel responsible for scoring the respective bids will evaluate and score all bids based on information presented in the bid proposals in line with the RFP.
- The score for functionality will be calculated in terms of the table below where each Bid Evaluation Committee (BEC) member will rate each criterion on the bid evaluation score sheet using the following value scale/matrix:

**Table 4: Functional Evaluation Matrix**

| Rating            | Definition                                                                                                                                                                                                                                                                                                                                                 | Score    |
|-------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| <b>Excellent</b>  | <b>Exceeds</b> the requirement. Exceptional demonstration by the supplier of the relevant ability, understanding, experience, skills, resources, and quality measures required to provide the goods/services. Response identifies factors that will offer potential value, with supporting evidence.                                                       | <b>5</b> |
| <b>Good</b>       | <b>Satisfies</b> the requirement with <b>minor additional benefits</b> . Above average demonstration by the supplier of the relevant ability, understanding, experience, skills, resource, and quality measures required to provide the goods/services. Response identifies factors that will offer potential required services, with supporting evidence. | <b>4</b> |
| <b>Acceptable</b> | <b>Satisfies</b> the requirement. Demonstration by the supplier of the relevant ability, understanding, experience, skills, resource, and quality measures required to provide the goods/services, with supporting evidence.                                                                                                                               | <b>3</b> |

|                             |                                                                                                                                                                                                                                                                                                |          |
|-----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| <b>Minor Reservations</b>   | Satisfies the requirement with <b>minor reservations</b> . Some minor reservations of the supplier's relevant ability, understanding, experience, skills, resource, and quality measures required to provide the goods/services, with little or no supporting evidence.                        | <b>2</b> |
| <b>Serious Reservations</b> | Satisfies the requirement with <b>major reservations</b> . Considerable reservations of the supplier's relevant ability, understanding, experience, skills, resource, and quality measures required to provide the goods/services, with little or no supporting evidence.                      | <b>1</b> |
| <b>Unacceptable</b>         | <b>Does not meet the requirement.</b> Does not comply and/or insufficient information provided to demonstrate that the supplier has the ability, understanding, experience, skills, resource & quality measures required to provide the goods/services, with little or no supporting evidence. | <b>0</b> |

### Phase 3: Price and BBBEE Evaluation (80+20 or 90+10) = 100 points

Only bidder(s) who meets the minimum threshold of **75%** for the pitch presentation during Phase 3 will be further evaluated for comparative price and BBBEE level of contribution.

The total points for price evaluation (out of 80/20 or 90/10) and the total points for BBBEE evaluation (out of 20/10) will be consolidated. The bidder who scores the highest points for comparative pricing and B-BBEE status level of contributor after the consolidation of points will normally be considered as the preferred bidder who South African Tourism will enter into further negotiations.

Upon the successful negotiation and signing of a contract and services level agreement with the preferred bidder, all other bidders will be considered as unsuccessful. That was tendered for.

In terms of Regulation 6 (2) and 7 (2) of the Preferential Procurement Regulations, preference points must be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table below:

| <b>B-BBEE Status Level of Contributor</b> | <b>Number of points (90/10 system)</b> | <b>Number of points (80/20 system)</b> |
|-------------------------------------------|----------------------------------------|----------------------------------------|
| 1                                         | 10                                     | 20                                     |
| 2                                         | 9                                      | 18                                     |
| 3                                         | 6                                      | 14                                     |
| 4                                         | 5                                      | 12                                     |
| 5                                         | 4                                      | 8                                      |
| 6                                         | 3                                      | 6                                      |
| 7                                         | 2                                      | 4                                      |
| 8                                         | 1                                      | 2                                      |
| Non-compliant contributor                 | 0                                      | 0                                      |

Upon the successful negotiation and signing of a contract and services level agreement with the preferred bidder, all other bidders will be considered as unsuccessful.

**END.**