REQUEST FOR PROPOSAL (RFP)

RFP NUMBER	**SS/471/09/2026 – Re-advertised**
DATE ISSUED	**26 November 2026**
PROJECT NAME	**Provision of Mobile Data Connectivity and Management Services for SANSA Sites in Africa for a Period of Three (3) Years**
CLOSING DATE AND TIME	**7 December 2026 at 12:00**
NAME OF PROPOSER/TENDERER	
CSD SUPPLIER NUMBER (MA NUMBER)	
TELEPHONE NUMBER	
FAX NUMBER	
EMAIL ADDRESS	
PHYSICAL ADDRESS	
B-BBEE STATUS LEVEL OF CONTRIBUTION	
FULL NAME OF BIDDER OR HIS OR HER REPRESENTATIVE	
IDENTITY NUMBER	
POSITION OCCUPIED IN THE COMPANY (DIRECTOR, TRUSTEE, SHAREHOLDER)	
COMPANY REGISTRATION NUMBER	
TAX REFERENCE NUMBER	
VAT REGISTRATION NUMBER	
QUOTE PRICE (INCL VAT)	
SIGNATURE	

Full details of directors / trustees / members / shareholders.

Full Name	Identity Number	Personal Tax Reference Number	State Employee Number / Persal Number

A. BIDDER'S DISCLOSURE (SBD 4)

1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. Bidder's declaration

2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest1 in the enterprise, employed by the state? **YES/NO**

2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

1 the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

Full Name	Identity Number	Name of State institution

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? **YES/NO**

2.2.1 If so, furnish particulars:

……

……

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract? **YES/NO**

2.3.1 If so, furnish particulars:

……

……

3. SBD 4 DECLARATION

I, the undersigned, (name) …… in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

3.1 I have read, and I understand the contents of this disclosure;

3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;

3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or

consortium2 will not be construed as collusive bidding.

3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.

3.5 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.

3.6 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.

3.7 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.
I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....	.....
Signature	Date
.....	.....
Position	Name of bidder

2 Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

B. REQUEST FOR QUOTATION FOR THE PROVISION OF MOBILE DATA CONNECTIVITY AND MANAGEMENT SERVICES FOR SANSA SITES IN AFRICA FOR A PERIOD OF THREE (3) YEARS

1. BACKGROUND TO SANSA

The South African National Space Agency (SANSA) has a mandate, as outlined in the South African National Space Agency Act, 2008 (Act No 36 of 2008), to co-ordinate and integrate national space science and technology programmes and conduct long-term planning and implementation of space-related activities in South Africa, for the benefit of the citizens of South Africa.

2. SCOPE OF WORK (TERMS OF REFERENCE)

SANSA operates sites at various locations across the African continent. Data loggers and related equipment at these sites require standard mobile broadband data connectivity (3G as a minimum) on local mobile networks, using SIM cards that must be provisioned, registered, loaded with data on a recurring monthly basis, and centrally monitored and controlled.

SANSA intends appointing a suitably experienced service provider for the provision of mobile data connectivity and management services for its sites in Africa, delivered through a centralised, multi-network SIM management platform, for a period of three (3) years. Services will be ordered on an as and when needed basis under a Service Level Agreement.

2.1 Geographic coverage

The service provider must be able to provide the full service described in this scope of work in the following mandatory countries but not limited to:

No.	Mandatory country	Requirement
1	South Africa	Data service on local mobile networks (4G/LTE minimum)
2	Namibia	Data service on local mobile networks, including MTC (4G/LTE minimum)
3	Kenya	Data service on local mobile networks (4G/LTE minimum)

2.2. SIM supply and connectivity

1. Supply data SIMs (prepaid, contract or IoT) and registration, in the right format for each device (standard, micro, nano or eSIM). in various countries in Africa.
2. Provide connectivity on 4G/LTE, with 3G/2G fallback, and 5G or NB-IoT where the location supports it.

3. Offer access to at least 3 of four South African networks (Vodacom, MTN, Telkom), so each site can use the strongest signal.
4. For sites outside South Africa, provide local SIMs or multi-network roaming SIMs that work on one or more than one network in that country.
5. Allow SANSA to keep its existing SIMs and bring them onto the platform where necessary.

2.3 Online SIM management platform

One secure web platform, available to SANSA users, that shows and controls every SIM:

1. Live data usage per SIM, per site and in total.
2. Online status and last session per SIM.
3. Spending limits and data caps per SIM or group of SIMs.
4. Automatic data top-ups when a SIM runs low, within limits SANSA sets.
5. Email or SMS alerts for high usage, low balance or a SIM that has gone offline.
6. Pooled (shared) data across SIMs where possible, so unused data is not wasted.
7. Bulk actions: activate, suspend, move or cancel SIMs.
8. User roles, so staff can view or manage only what they need.

2.4 Support and service management

The service provider must:

- Provide a dedicated account manager for the SANSA account, and a support desk contactable by e-mail and telephone during South African business hours (08:00–17:00 SAST, Monday to Friday);
- Respond to service-affecting incidents (e.g. a site unable to connect) within four (4) business hours, and to routine requests within one (1) business day;
- Provide on-boarding assistance and training for SANSA staff on the platform at no additional cost; and
- Make quarterly service review reports available to SANSA, covering usage trends, expenditure and any service issues.

C. EVALUATION CRITERIA

SANSA promotes the concept of "best value" in the award of contracts, as opposed to merely looking for the cheapest price, which does not necessarily provide the best value. Best value incorporates the expertise, experience and technical proposal of the organisation and individuals who will be providing the service and the organisational capacity supporting the project team.

SANSA is committed to achieving Government's transformation objectives in terms of the Preferential Procurement0 Policy Framework Act.
The value of this bid is estimated not to exceed R1 million (all applicable taxes included) and therefore the **80/20** system shall be applicable.
Please Note: the above amount (R1 million) is not the budgeted amount for this project, but it is the Treasury threshold for written price quotations.

The procedure for the evaluation of responsive tenders is **functionality, price** and **preference** method. The evaluation of the bids will be conducted in the following three stages:

- Firstly, the submission will be evaluated to confirm if it meets the required scope of work as stated above. A bid will be disqualified if it fails to meet all the requirements for the scope of work.
- Secondly, the qualifying bids will be evaluated for functionality (technical capability) in accordance with Table A below. A minimum threshold of 70 points out of 100 applies. Bids that score below the minimum threshold will not be evaluated further.

- Thereafter, only the qualifying bids (that meet the minimum functionality threshold) are evaluated in terms of the 80/20 preference points systems, where the 80 points will be used for price and the 20 points will be awarded to a bidder for attaining the specific goals in accordance with the Table below.

1. **Functionality** Scores will be tabulated to 100 points. Respondents must score **80** points and over to be assessed on their financial offer and preference score.

The allocation of points for the evaluation of quality/functionality is set out in Table 1 below:

Table 1:

Criteria	**Maximum Points**
Company experience in the provision and management of mobile data SIM services in Africa	30
Management platform capability	40
Coverage in other countries	30
Total evaluation points for quality	**100**

Evaluation criteria 1: Company experience

The bidder must, as a minimum, submit a company profile or a link to its webpage.

The company must have experience in the provision and management of mobile data SIM services (SIM supply, data loading and central SIM management). This criterion scores only the number of years' experience. The bidder must state its number of years' experience in the table below:

Company Profile attached or weblink provided below	**(indicate years of experience)**
Weblink _____	

The scoring of the company experience will be as follows:

Points	**Company Experience**
(score 0)	No response, or less than three (3) years' experience in the provision and management of mobile data SIM services.
(score 10)	Three (3) to five (5) years' experience in the provision and management of mobile data SIM services.
(score 20)	More than five (5) and up to ten (10) years' experience in the provision and management of mobile data SIM services.
(score 30)	More than ten (10) years' experience in the provision and management of mobile data SIM services.

Evaluation criteria 2: Management platform capability

The bidder must complete the checklist below, indicating (Yes/No) which of the following seven (7) capabilities its web-based SIM management platform provides.

Item	**Platform capability**	**Offered (Yes/No)**
(a)	Real-time (or near real-time) balance and usage visibility per SIM	
(b)	Manual (on-demand) data recharges	
(c)	Scheduled and automated (rule-based) data recharges, e.g. triggered by balance thresholds	
(d)	Configurable spend limits, data quota caps and low-balance alerts	
(e)	Multi-user access with role-based permissions and audit logs	

(f)	Usage, recharge-history and expenditure reports exportable in standard formats (e.g. CSV/Excel)	
(g)	Management of SIMs on multiple mobile networks and in multiple countries from a single dashboard	

Scoring will be based on the number of capabilities ticked in the checklist above:

Points	**Management platform capability**
(score 0)	Table not complete of fewer than four (4) of the seven listed capabilities are offered.
(score 20)	Four (4) or five (5) of the seven listed capabilities are offered.
(score 30)	Six (6) of the seven listed capabilities are offered.
(score 40)	All seven (7) of the listed capabilities are offered.

Evaluation criteria 3

Coverage in Africa

The bidder must complete the table below, naming the country and connectivity type offered in each country. South Africa and Namibia are mandatory, the bidder must add other countries to the list and state what technology is accessible.

Country	**Connectivity Technology** **Eg. 3G/4G/5G**
South Africa	
Namibia	

The scoring of the added-advantage countries will be as follows:

Points	Coverage of the added-advantage countries
(score 0)	No response, or the service cannot be provided in any other countries besides the two mandatory countries.
(score 10)	The service can be provided in one (1) or two (2) additional countries besides the two mandatory countries
(score 20)	The service can be provided in three (3) or four (4) countries besides the two mandatory countries
(score 30)	The service can be provided in five (5) or more countries besides the two mandatory countries

2. Preference

Specific goals for this RFP and number of points are indicated as per table 1 below. Proof of the specific goals below must be attached and submitted with the bid document in order to qualify for the preference points (specific goals).

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Note to tenderers: The tenderer must indicate how they claim points for each preference point system.

Table1: Specific Goals and points

Equity Ownership	Proof of evidence	Percentage owned[3]	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)
51% black owned	• CSD Report, • CIPC registration, • I D Copies, • Share certificates/ register (if applicable) • BBBEE certificate/ BBBEE sworn affidavit		10	
40% black women owned	• CSD Report, • CIPC registration, • I D Copies,		6	

3 This percentage owned refers to percentage of ownership by persons who are actively involved in and exercise control over the enterprise / company (the bidder)

	• Share certificates/ register (if applicable) • BBBEE certificate/ BBBEE sworn affidavit			
51% owned by Black Youth			4	
Total Points (Specific Goals)			**20**	

Table 2: Details of equity ownership as per table 1

Equity Ownership	Name of Persons	Type of actively involved in or type of control over enterprise/company
51% black owned		
40% black women owned		
51% owned by Black Youth		

Table 3: Checklist for specific goals proof of evidence as per table 1

Note: *All proof of evidence must be submitted by the bidder to get points. Failure to submit all applicable proof of evidence documents will result in zero points.*

Equity Ownership	Proof of evidence	Document submitted (Yes/No)
51% black owned	CSD Report	
	CIPC registration	
	I D Copies	
	Share certificates/ register (if applicable)	

	BBBEE certificate/ BBBEE sworn affidavit	
40% black women owned	CSD Report	
	CIPC registration	
	I D Copies	
	Share certificates/ register (if applicable)	
	BBBEE certificate/ BBBEE sworn affidavit	
51% owned by Black Youth		

3. Eligibility Criteria

To be eligible for the functionality, price and preference evaluation, the bidder must submit the documents listed in Table 4 below. The documents required for the functionality evaluation are listed in the Functionality Submission Checklist (Table C) above.

If there is **"No"** on the Table 4 below, the bidder who didn't submit the required document (s) with their bid will be requested in writing to submit them within three (3) working days for inclusion in the Bid Evaluation Committee item, if a bidder fails to submit on the 3rd working day, the relevant bid will be rejected.

Table 4: Eligibility Criteria

Criteria	**Attached (Yes/No)**	**Comments**
CSD supplier registration summary reflecting a compliant tax status.		

D. PRICING SCHEDULE

Pricing Instructions

1. The Bidder must price all items;
2. Rates are to include all costs with no unspecified cost to allow for a fair evaluation.
3. Payment will be made monthly in arrears, based on the services rendered (SIM supply, data loaded and platform/management fees), against detailed invoices.
4. Payment will only be made on the basis of invoices provided.
5. Offer to be valid for 30 days from the bid closing date.

For evaluation purposes only Two (2) **MTC (Namibia)** SIM cards at 20 GB of data per SIM per month, for twelve (12) months (evaluated price)

ITEM NO.	DESCRIPTION	QUANTITY	UNIT PRICE (excl. VAT)	TOTAL PRICE (excl. VAT)
1	Once-off: supply, registration/activation and delivery of two (2) new SIM cards for use in Namibia (MTC)	2 SIMs		
2	Addition / On-boarding of two (2) existing Namibian MTC SIM cards into platform	2 SIMs		
3	Data loading: 20 GB per SIM per month × 2 SIMs × 12 months Quote per 20 GB per SIM per month.	24 SIM-months		
4	Platform/management fee per SIM per month × 2 SIMs × 12 months	24 SIM-months		
5	10GB top up for 1 sim	1 month		
TOTAL PRICE (excl. VAT)				
VAT (15%)				
TOTAL PRICE (Incl. VAT)				

E. SPECIAL CONDITIONS

a) Quotations to be returned to N Strauss nstrauss@sansa.org.za
b) Technical queries may be directed to Ziyaad Isaacs at zisaacs@sansa.org.za
c) The service provider shall commit to post support where and when required by SANSA.
d) Contract will not be awarded unless supplier is registered on the Central Supplier Database. A supplier registration summary with a compliance tax status must be submitted with the proposal. Potential suppliers should contact SANSA should they require assistance in registering on the CSD) before the closing date of the bid.
e) The offices of SANSA are situated at the following address:
SANSA
Hospital Street
Hermanus
7200

F. TIMELINES

The successful service provider must be in the position to provide goods/services within 1 week after the purchase order has been issued by SANSA.

The appointment as preferred supplier will be for a period of three (3) years from the date of award, subject to satisfactory performance and the conditions of the Service Level Agreement.

G. SUPPORTING DOCUMENTATION AND MINIMUM CRITERIA

In order to demonstrate their capacity and score points with respect to the criteria, tenderers should provide the following supporting documentation.

a. Proof of specific goals must be submitted in order to qualify for preference points (specific goals).
b. Quotation must reflect a cost breakdown, where applicable, prices quoted must be inclusive of VAT.
c. All pages of quotation must be signed by the authorised person.
d. SANSA has the right to withdraw any quotation at any time within the validity of the quotation.
e. SANSA reserves the right to invite bidders to present their bid proposals for final decision or visit the bidders' premises or contact the references as part of the evaluation process.

H. DECLARATION

The undersigned, who warrants that he / she is duly authorized to do so on behalf of the enterprise:

I. confirms that neither the name of the enterprise or the name of any partner, manager, director or other person, who wholly or partly exercises, or may exercise, control over the enterprise appears on the Register of Tender Defaulters established in terms of the Prevention and Combating of Corrupt Activities Act of 2004.
II. confirms that no partner, member, director or other person, who wholly or partly exercises, or may exercise, control over the enterprise appears, has within the last five years been convicted of fraud or corruption.
III. confirms that I / we are not associated, linked or involved with any other tendering entities submitting tender offers and have no other relationship with any of the tenderers or those responsible for compiling the scope of work that could cause or be interpreted as a conflict of interest.
IV. confirms that the contents of this questionnaire/forms (SBD 4) are within my personal knowledge and are to the best of my belief both true and correct.
V. accept that, in addition to cancellation of a contract, action may be taken against me should the Declaration prove to be false.
VI. SANSA reserves the right to review the rendering of the Goods and Services under this agreement on intervals agreed upon and may terminate the services of the bidder for non-performance and replace same with the next highest scoring bidder in agreement with said bidder.
VII. confirms that the percentage owned (table 1) refers to percentage of ownership by persons who are actively involved in and exercise control over the enterprise / company the bidder and that there is no fronting. Please note that fronting is a criminal offence under the Broad-Based Black Economic Empowerment (B-BBEE) Act. Individuals and companies involved in fronting practices can face severe penalties, including fines and imprisonment.
VIII. confirms that the bidder has read the General Conditions of Contract (GCC) and agree with the conditions. The GCC can be found on (http://www.treasury.gov.za/divisions/ocpo/sc/generalconditions/).

Signed ..... Date .....

Name ..... Position .....

Enterprise name _____

BID CONDITIONS

1. Disqualification

Please note that if a bid document is not filled in correctly or completely, or complied with the specification, or is delivered/send after the bid closing date and time, or the supplier is not registered on the CSD or supplier has a non-compliant tax status, then unfortunately that bidder will be disqualified. Please return this document with the required supporting documents.

2. Bid Document Submission

Emailed tender documents will be accepted. However, the onus is on the tenderer to ensure that complete email documents have been received by the SANSA by the due date and time.
Please note that any alterations to the tender document other than filling in the tenderer's details and tender price will automatically disqualify the tenderer.

COMPLIANCE WITH PROTECTION OF PERSONAL INFORMATION ACT, 2013 (ACT NO. 4 OF 2013) ("POPIA")

1. The Constitution guarantees citizens the right to privacy, including the right not to have the privacy of their communications infringed.

2. POPIA aims to promote the protection of privacy through the application of its guiding principles for the processing of personal information in a context-sensitive manner.

Committed to your Privacy

3. SANSA fully comprehends that your personal and company information is valuable to you; your privacy is just important to SANSA. SANSA commits to safeguarding and lawfully processing your personal information.

Purpose for Processing your Personal Information

4. SANSA collects, holds, uses and discloses your personal information mainly to provide you with access to its services. SANSA will only process your personal information for a purpose you would reasonably expect, including:

- Complying with any legal and regulatory requirements such as contract agreements, etc.
- Confirming, verifying and updating your details.
- Invoicing or paying you to ensure payment and tax compliance.

5. SANSA may collect your personal information which may include your first name and last name, company name and its registration number, identity numbers, email address, physical or postal address, other contact information, banking details, etc.

Consent to Disclose and Share your Personal Information

6. SANSA may need to share your personal information, with third parties, to provide advice, and/or services. Where SANSA shares your personal information, it will take all reasonable precautions to ensure

that the third party will treat your personal information with the same level of protection as required by SANSA.

Request and Access to your Personal Information

7. Should you require further information on this or have any concerns about how your personal information is processed or used, you can contact SANSA on popi_paia@sansa.org.za. (**PLEASE NOTE:** This email address is restricted to POPI and PAIA-related enquiries, not general enquiries about bids and tenders. Enquiries about bid and tenders should be sent to nstrauss@sansa.org.za

8. You can request access to the personal information SANSA has on you at any time. If you think that SANSA has outdated information, you may request to update or correct it. You can also opt-out and request the removal of your personal information at any time. If there are any lawful reasons for requiring SANSA to retain any information, SANSA will advise so.

9. **PLEASE TAKE NOTE** that your personal information is securely hosted on infrastructure / system managed by SANSA. SANSA assures you that your information will not be shared for any marketing or promotional purposes without your consent.

10. SANSA will continue to manage, monitor, refine and develop policies, processes and systems. This will ensure that SANSA takes every practical and reasonable step(s) to ensure data protection, is in line with POPIA.

END