



PART C: TENDER EVALUATION PROCESS - (SAT TENDER NUMBER 194/22 TECHNOLOGY & DIGITAL PANEL OF SERVICE PROVIDERS).

Summary of the Evaluation Phases (table below):

Table 1: Evaluation Summary

Phase 1 Administrative and Mandatory bid requirements	Phase 2 Functional Technical Evaluation & Pitch Presentation	Phase 3 Price and B-BBEE Evaluation (inclusion of the appointment of a panel of service providers)
<p>Bidders' responses will be evaluated based on Table 2 below.</p>	<p>Only bidder(s) who score 75% and above on phase 2 will proceed to Phase 3.</p> <p>Technical functional evaluation (functionality) is divided in two (2) phases (Desktop technical functional evaluation and Automated Data Processing & Innovative Thinking (Presentation & Demo) evaluation with total points of 100)</p> <p>1. Phase 2. A: Desktop technical functional evaluation = 55 points minimum threshold:</p> <ul style="list-style-type: none"> A bidder must meet a minimum threshold of desktop technical functional evaluation in order to be considered to the next phase of evaluation, Phase 2.B (Automated Data Processing & Innovative Thinking (Presentation & Demo) evaluation Failure to meet the minimum points threshold will result to disqualification on this phase. <p>2. Phase 2. B Automated Data Processing & Innovative Thinking (Presentation & Demo) evaluation = 20 points minimum threshold:</p>	<p>Shortlisted bidders from phase 2 who met the minimum threshold of 75% will be appointed and form part of the panelist.</p> <p>The Price & B-BBEE will apply when assignments are briefed into the panel of approved service providers and will form part of the selection process which may (where relevant) also include functionality criteria</p>

	<ul style="list-style-type: none"> A bidder must meet the minimum threshold of Phase 2 B functional evaluation in order to be considered to the next phase of evaluation, Phase 3 (Price and BEE) <p>NB: NB: The overall combined score must be equal or above 75 points in order to proceed to Phase 3 of evaluation (If a bidder fails to meet both minimum thresholds irrespective of the points scored, will not be eligible for the next evaluation, phase 3).</p>	
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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 Compliance

Documents 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, an affidavit or is required. A copy of the template for this affidavit is available on the Department of Trade and Industry website https://www.thedti.gov.za/gazette/Affidavit_EME.pdf <i>(Failure to submit an affidavit will result in non-compliance on the preference points system)</i>
Annexure A-Invitation (SBD 1)		Complete and sign the supplied pro forma document
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 https://secure.csd.gov.za/ to obtain your vendor number. Submit proof of registration.
Annexure E-Declaration of Interest - SBD 4)		Complete and sign the supplied pro forma document
Annexure D-Preferential		Complete and sign the supplied pro forma document

Procurement SBD 6.1		
Annexure F-Declaration of Bidder's Past Supply Chain Management Practices - SBD 8		Complete and sign the supplied pro forma document
Annexure G-Certificate of Independent Bid Determination - SBD 9		Complete and sign the supplied pro forma document

Phase 2 A + 2 B: Desktop Functional Technical Evaluation and Pitch presentation = 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 B-BBEE level of contribution evaluations.

The technical functional evaluation (functionality) will comprise of two (2) phases:

Phase 2.A will measure the responsiveness of proposals as per submission on or before closing date and time and Phase 2.B will comprise of presentation Automated Data Processing & Innovative Thinking (Presentation & Demo) evaluation

Phase 2 A Desktop technical functional evaluation- A bidder will be evaluated out of **75 points** and are required to score a minimum threshold of **55 points out of 75 points** to qualify Automated Data Processing & Innovative Thinking (Presentation & Demo) evaluation on Phase 2. B.

Phase 2 B Automated Data Processing & Innovative Thinking (Presentation & Demo) evaluation. A bidder will be evaluated out of **25 points** and are required to score a minimum threshold of **20 points out of 25 points** to be evaluated further on the next phase of price and preference (B-BBEE) evaluation.

NB: NB: The overall combined score must be equal or above 75 points in order to proceed to Phase 3 of evaluation (If a bidder fails to meet both minimum thresholds irrespective of the points scored, will not be eligible for the next evaluation, phase 3).

Table 3: Phase 2 A + 2B Evaluation

Evaluation description (The below evaluation criteria will be evaluated based on the matrix as per Table 4)	Weight Allocated	Reference pages in the bidder's proposal.
Evaluation criteria		
PHASE 2 A: Desktop Technical Functional Evaluation		
<p>1. Company experience in delivering digital transformation roadmaps for global brands, shown through past work not older than work produced from 2019 to date:</p> <ul style="list-style-type: none"> • Show previous digital assessment conducted, including a before and after view of work done showing enterprises that were digitally transformed • Show previous examples of digital and technology frameworks designed and implemented • Showcase the change management programme used • Show certifications relevant to the skills required to deliver digital transformation, i.e., Microsoft certifications, Oracle certifications, others 	25	
<p>2. Company capabilities and experience in delivering on the 360 digital and technology requirements indicated in the scope of work</p> <p>Show breakdown of services provided by the company Show breakdown of experience in the different service areas provided (including at least 1 case study for each competency). Show proposed working model with SA Tourism to deliver on the full scope of work.</p>	25	
<p>3. Company vision & digital thinking</p> <p>Indicate, conceptually, what you think is the future state of a DMO is name 4 key initiatives that SA Tourism can do to champion the digital outlook for the Tourism sector.</p>	10	
<p>4. Cyber-Security & Security Frameworks</p> <p>Bidder should show experience setting up and managing all forms of cyber-attacks, advanced attacks, and assuring a secure framework for major global organisations. Indicate how you would assess the security framework needs for SA Tourism and subsequently indicate the proposed framework for SA Tourism, inclusive of the system design and technologies that would apply.</p> <p>Bidders should show previous security frameworks designed and implemented.</p>	15	
PHASE 2B – Presentation & Demo		
<p>5. Automated Data Processing & Innovative Thinking (Presentation & Demo)</p>	25	

<p>Presentation of a compelling technology framework and system design for SA Tourism that enables the collection, management, and usage of all forms of data in near-real-time to achieve its mandate, strategic objectives champion the digital outlook for the sector. This should be done in form of a presentation that showcases the framework and includes a demo of the suggested systems.</p>		
<p>Total Weight</p>	<p>100</p>	

- Bids proposals will be evaluated strictly according to the bid evaluation criteria stipulated in this section.
- As part of their bid documents, bidders must submit supporting 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
Excellent	Exceeds 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.	5
Good	Satisfies the requirement with minor additional benefits , 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.	4
Acceptable	Satisfies the requirement. The supplier demonstrates the relevant ability, understanding, experience, skills, resources, and quality measures required to provide the goods/services with supporting evidence.	3
Minor Reservations	Satisfies the requirement with minor reservations . 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.	2
Serious Reservations	Satisfies the requirement with major reservations . 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.	1
Unacceptable	Does not meet the requirement . 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.	0

Phase 3: Price and B-BBEE Evaluation (80+20) = 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 BBEE level of contribution.

SA Tourism will consolidate the total points for price evaluation (out of 80/20) and the total points for B-BBEE evaluation (out of 20). 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 the preferred bidder with whom 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 unsuccessful.

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 following the table below:

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

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

END.