

REFERENCE NUMBER: ECSA RFP/06/2026

ENGINEERING COUNCIL OF SOUTH AFRICA	 ECSA ENGINEERING COUNCIL OF SOUTH AFRICA
REQUEST FOR PROPOSALS (RFP): PROVISION FOR SUITABLY QUALIFIED SERVICE PROVIDER FOR HPE SERVER INFRASTRUCTURE UPGRADE AND 5-YEAR SUPPORT	

(PRIVATE & CONFIDENTIAL)

Issue Date	01 October 2026
Non-Compulsory Online Information Session	Date: 05 October 2026 Time: 10:30am – 11:30am Microsoft Teams Meeting Link: https://teams.microsoft.com/meet/383294631677028?p=O1aCp7Lhds6YnZAqx5 Meeting ID: 383 294 631 677 028 Passcode: ZH6Cc689
Submission Closing/ Due Date	Date: 20 October 2026 Time: 12H00 (Midday)
Important Information	Mandatory Tender Submission via PURCO SA website: https://purcosa.co.za

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1. INVITATION TO TENDER

Bidders are invited to submit proposals from suitably qualified and experienced service providers for the turnkey refresh of ECSA's HPE server, storage, backup and Fibre Channel infrastructure. The scope includes the supply, installation, configuration and commissioning of the required infrastructure, together with associated rack infrastructure, cabling, power protection, professional services, migration, knowledge transfer, comprehensive documentation and five-year OEM-backed support and maintenance.

Bidders must comply with the instructions of all the requirements of this Invitation to Tender. Non-compliance may lead to a tender not being considered by the ECSA.

CLOSING DATE AND TIME FOR ELECTRONIC SUBMISSION OF TENDER DOCUMENTS:

The closing date and time for electronic submissions for **ECSA RFP/06/2026** is **Tuesday, 20 October 2026, at 12H00 (Midday)**.

IMPORTANT NOTE:

- No late submissions or physical delivery of documents will be accepted.
- No submissions handed in at any other venue will be accepted.
- No submissions transmitted by telegram, telex, facsimile or similar apparatus will be accepted.
- Bidders are to press the **FINAL SUBMISSION BUTTON**
- No **DRAFT SUBMISSION** will be accepted; only final submissions will be accepted as per the below.
- **ONLY ELECTRONIC SUBMISSIONS VIA THE PURCOSA ONLINE TENDER PLATFORM WILL BE ACCEPTED.**

NB. *Shortlisted bidders may be subjected to a diligent vetting process.*

HOW TO SUBMIT YOUR TENDER DOCUMENTS:

- To submit your tender, login to the purcosa.co.za website using the username and password of the person who purchased the tender document.
- Then go to purcosa.co.za/my-tenders to view your purchased tenders. Click on the 'Submit bid' link to submit your tender documents.
- You can also reach this page via the 'My purchased tenders' link on your Bidder Hub or in the dropdown menu under your username.
- For detailed information on how to prepare and upload your tender files, view the Online Tender Submissions Guide at purcosa.co.za/online-tender-submissions-guide. The Guide includes information about tender security and integrity.
- We strongly recommend that you:
 - Open and review the tender submission page before the deadline day so that you fully understand what is required.
 - Submit your tender files early to avoid last minute problems and to allow yourself the opportunity to resubmit if you experience any issues. This is particularly important if your tender files are large and you are on a slow connection.
- Tender documents shall only be submitted electronically via the PURCO SA Online Tender Platform. **DO NOT submit via Google Drive.**

2. TENDER VALIDITY PERIOD

The validity period applicable to submitted bids must be at least **one hundred and twenty days (120)** from the closing date of this bid. The bid shall remain valid for acceptance by ECSA for the above period, during which the Bidder may not weaken or diminish the tenor of the offer.

Before the bid closing date, ECSA is entitled to amend any bid condition, validity period, specification, or to extend the closing date of the bid. All bidders, to whom the bid documents have been issued, will be advised in writing of any amendment or extensions, promptly.

3. PROSPECTIVE BIDDER COMMUNICATIONS

During the bid open period, communications between bidders and ECSA/PURCO SA will only be in writing. All communication, correspondence, documentation, manuals, applications, presentations, demonstrations etc., must be in English.

All questions concerning the bid must refer to the bid page number, section and paragraph. All questions and correspondence must only be directed at the authorised Representatives listed below:

4. AUTHORISED REPRESENTATIVES CONTACT DETAILS

Queries relating to this RFP must be addressed to Ms. Fisokuhle Dlamini at fisokuhle.dlamini@purcosa.co.za and copied to Ms. Nthabiseng Somoro, nthabiseng@ecsa.co.za. Post purchase of the bid document, all enquiries regarding RFP No: **ECSA RFP/06/2026** must be posted by bidders on the PURCO SA website at www.purcosa.co.za. Responses to queries will also be posted on the website by PURCO SA for consumption by all bidders. No other form of correspondence will be accepted during the bid process.

5. PURCO SA

5.1 MONTHLY SALES REPORT

The supplier shall submit a written report on each individual purchase order received from the Member to PURCO SA by the 10th working day of each month of the contract period. The total sales, meaning total invoice value relating to the supply of goods and service including any ad hoc supply of goods and/ or services or otherwise (whether contracted or non-contracted) supplied to the Member for the month, shall be recorded in the monthly sales report. Any under-reporting (variance) of spend between the suppliers' monthly report and the Members' monthly report for the supply of goods within the scope of this Agreement shall be used for the purposes of invoicing the service fee.

5.2 SERVICE FEE

The supplier hereby agrees to provide for a 2% service fee calculated on the total value of each invoice issued by the supplier for or otherwise relating to supply of goods and/ or performance of the services to the Member (including any/all additional/ ad hoc goods supplied or services rendered), payable to PURCO SA on submission of the relevant invoice from the supplier to the Member.

In the event that the supplier is requested to supply any goods or services to the Member related in any way to this contract, it is deemed that such services will be regarded as ad-hoc and/or additional services to the contract. Therefore, the supplier is liable to pay the service fee.

The PURCO SA Membership may procure through this agreement or in their individual capacity in accordance with their respective procurement policies, e.g., procuring through this contract directly and/or procuring through an RFP or an RFQ using the appointed panel of the supplier under this contract. The Supplier agrees to report and pay the service fee on all goods and services supplied to the PURCO SA Membership, irrespective of the appointment either by the Member or by PURCO SA.

The suppliers are required to send a copy of the monthly invoice, statement and spend report, where applicable, to both PURCO SA and the Member. PURCO SA shall thereafter invoice and collect the service fee from the supplier based on the total invoice value, which is payable to PURCO SA within 30 days of the date of the statement. Failure to pay the service fee will be in breach of this agreement and may result in the termination of this agreement.

The supplier will be liable for interest on all overdue accounts exceeding 30 days at a rate of 2% per month.

5.3 RIGHT TO OFFSET

The supplier acknowledges and agrees to provide consent to the Membership to withhold and offset any outstanding amounts owed under this agreement.

In the event that the supplier fails to fulfil its payment obligations to PURCO SA under this agreement and incurs an outstanding balance, the Membership reserves the right to offset any such amounts owed by the supplier against any outstanding amounts that the Membership owes to the supplier under this agreement or any other related agreements. The supplier hereby consents to such offset and acknowledges that the Membership may withhold and apply the owed amounts towards the outstanding balance without further notice or consent. The offset shall be carried out in a reasonable and fair manner, and any remaining balance, if applicable, shall continue to be owed by the supplier.

Bidders are required to be in good financial standing, meaning they must not have any negative credit listings. In addition, bidders must be in good legal standing, with no current or pending legal actions or disputes involving PURCO SA or any of its Members.

Furthermore, in the event of any dispute or differing interpretation between the Bid Document, the Letter of Award, and the Lease Agreement, the Bid Document shall take precedence over all other documents.

6. CONDITIONS OF BID

6.1 LIABILITY

The successful bidder shall be liable to ECSA for any direct damages and/or losses incurred by ECSA due to its failure to fulfil its obligations in the manner required by the contract signed by the parties.

The successful bidder shall further be liable to ECSA for all indirect and consequential or special damages and/or losses suffered by ECSA as a result of gross negligence, willful misconduct, a breach of confidentiality provisions stipulated in the signed contract between the parties, breach of applicable laws, infringement of a third party's intellectual property rights, or a criminal act committed by the prospective bidder or any employees of the prospective bidder.

6.2 PROSPECTIVE BIDDER'S OWN TERMS AND CONDITIONS OR BID QUALIFICATIONS

This document contains the terms and conditions of this bid and prospective bidders must not modify or qualify the specifications or submit their own terms and conditions. ECSA reserves the right to disqualify a bid which seeks to modify or depart from the specified conditions.

6.3 PREPARATION COSTS

The prospective bidder will bear all its costs in preparing, submitting and presenting any response to this bid and all other costs incurred by it throughout the bid process. Furthermore, no statement in this bid will be construed as placing ECSA, its employees or agents under any obligation whatsoever, including in respect of costs, expenses or losses incurred by the prospective bidders in the preparation of their response to this bid.

6.4 INDEMNITY

If a prospective bidder breaches the conditions of this bid and, as a result of that breach, ECSA incurs costs or damages (including, without limitation, the cost of any investigations, procedural impairment, repetition of all or part of the bid process and/or enforcement of intellectual property rights or confidentiality obligations), then the prospective bidder indemnifies and holds ECSA harmless from any and all such costs which ECSA may incur and for any damages or losses ECSA may suffer.

6.5 LIMITATION OF LIABILITY

A prospective bidder participates in this bid process entirely at its own risk and cost. ECSA shall not be liable to compensate a prospective bidder on any grounds whatsoever for any costs incurred or any damage suffered because of the prospective bidder's

participation in this bid process.

6.6 TAX COMPLIANCE

No bid shall be awarded to a prospective bidder whose tax affairs are not in order. ECSA reserves the right to withdraw an award made, or cancel a contract concluded with a successful bidder in the event that it is established that such a bidder was in fact not a tax compliant at the time of the award. Furthermore, ECSA reserves the right to cancel a contract with a successful bidder in the event that such a bidder does not remain tax compliant for the full term of the contract.

6.7 CONFIDENTIALITY

Except as may be required by operation of law, by a court or by a regulatory authority having appropriate jurisdiction, no information contained in or relating to this bid or a bidder's submission will be disclosed by any bidder or other person not officially involved with ECSA's examination and evaluation of a tender/ bid.

Throughout this bid process and thereafter, prospective bidders must secure ECSA's written approval prior to the release of any information that pertains to (i) the potential work or activities to which this bid relates; or (ii) the process which follows this bid. Failure to adhere to this requirement may result in disqualification from the bid process and civil action.

No confidential information relating to the process of evaluating or adjudicating tenders or appointing a prospective bidder will be disclosed to a prospective bidder or any other person not officially involved with such process.

6.8 INTELLECTUAL PROPERTY

ECSA retains ownership of all Intellectual Property rights in the bid documents that form part of this RFP. Prospective bidders will retain the Intellectual Property rights in their bid responses, but grant ECSA the right to make copies of, alter, modify or adapt their responses, or to do anything which in its sole discretion is necessary to do for reasons relating to the RFP process.

6.9 TERMS & CONDITIONS OF THE TENDER

6.9.1 ECSA reserves the right without furnishing any reasons whatsoever, to cancel, withdraw or re-advertise, or to appoint or not to appoint a prospective bidder.

6.9.2 ECSA may request clarification or further information regarding any aspect of the prospective bidder. The prospective bidder must provide the requested information within forty-eight (48) hours after the request has been made; otherwise, the prospective bidder may be disqualified.

6.9.3 The tender and supporting documents shall be submitted strictly in accordance

with the instructions given in these terms and conditions.

6.9.4 All prices quoted must be inclusive of all costs, including VAT.

6.9.5 It is the policy of ECSA not to provide upfront payments.

6.9.6 ECSA reserves the right to provisionally award the tender. The tender may be finally awarded on the basis of successful negotiations with the bidder. ECSA may also elect to negotiate with other shortlisted bidders, should negotiations with the initial preferred bidder not result in an agreement.

6.10 RETENTION OF APPLICATIONS

All applications submitted shall become the property of ECSA. ECSA will make all reasonable efforts to maintain applications in confidence. Proprietary information should be identified in each application.

6.11 CANCELLATION AND RE-INVITATION OF BIDS

The decision to cancel a bid will be published in the same media in which the original bid invitation was advertised.

7. INTRODUCTION

The Engineering Council of South Africa (“ECSA”) is a statutory body established by section 2 of the Engineering Profession Act, Act 46 of 2000 (EPA). ECSA's primary role is the regulation of the engineering profession in terms of the EPA. Its core functions are the accreditation of engineering programs, registration of persons as professionals in specified categories, maintenance of registration through Continuing Professional Development (CPD) and the regulation of the conduct of registered persons.

8. BACKGROUND

ECSA The Engineering Council of South Africa (“ECSA”) is a statutory body established by section 2 of the Engineering Profession Act, Act 46 of 2000 (EPA). ECSA's primary role is the regulation of the engineering profession in terms of the EPA. Its core functions are the accreditation of engineering programs, registration of persons as professionals in specified categories, maintenance of registration through Continuing Professional Development (CPD) and the regulation of the conduct of registered persons.

9. OUR MANDATE

ECSA operates within the ambit of the Built Environment Profession. ECSA is, therefore, a creature of statute, with its mandate anchored in the EPA. ECSA has a myriad of mandates embedded in the Act, which enables ECSA to, inter alia:

- i. Decide on any applications for registration by applicants;
- ii. Determine and impose fees and charges, including registration fees, application fees, annual fees and appeal fees;
- iii. Conduct accreditation visits to educational institutions and to grant, refuse and withdraw accreditations;
- iv. Establish mechanisms and minimum standards for registration.

10. PURPOSE

The Engineering Council of South Africa (ECSA) invites proposals from suitably qualified service providers for a turnkey refresh of ECSA's HPE server, storage, backup and Fibre Channel infrastructure, together with the associated rack, cabling,

power protection, professional services, migration, knowledge transfer, documentation and five-year OEM-backed support.

The minimum solution is detailed in Appendix G, being the controlled Bill of Materials based on HPE configuration UCID 5154601363-02, together with the listed APC UPS components. Bidders remain responsible for validating compatibility, orderability, sizing, completeness and fitness for purpose. Any hardware, software, license, cable, transceiver, rail, power item, service or dependency reasonably required to deliver a fully operational and supportable solution must be identified and priced. All assumptions, exclusions and proposed deviations must be stated clearly in the bid response.

The procurement includes supply, delivery, installation, configuration, integration, workload and data migration, firmware and software baselining, testing, decommissioning, documentation, training and five years of applicable HPE-backed support. The final support agreement reference number and serial-number-level entitlement report will be required from the successful bidder after award, delivery and OEM entitlement registration, and are not required as proof at bid submission stage.

11. SCOPE OF WORK

The successful service provider shall deliver a complete turnkey upgrade in accordance with appendix G. The scope includes design validation, supply, delivery, rack and stack, cabling, power integration, configuration, migration, firmware and software alignment, Factory or pre-delivery checks where applicable, Site Acceptance Testing, secure decommissioning, knowledge transfer, documentation and handover. The bidder shall provide a five-year support coverage schedule for all applicable solution components and shall identify the exact OEM service level, exclusions and update entitlements for each product family. No statement in the TOR shall relieve the successful bidder of responsibility for identifying dependencies reasonably required for a complete, compatible and supportable solution.

CURRENT INFRASTRUCTURE (not Limited to):

1. Servers

- 4 × HP DL380 Gen9 E5-2620v3 physical servers (minimum specification).

2. SAN Solution

- HP 3PAR StoreServ 8200 2N Storage (minimum 10TB usable capacity, with scalability for future projects).

3. Power Protection

- Existing power protection includes an APC Smart-UPS RT 5000 XL or equivalent. The proposed solution in Appendix G includes 1 x APC Smart-UPS SRT 6000VA 230V, 2 x compatible 192V battery packs, 3 x rail kits and 2 x APC ZeroU basic PDUs.
- The bidder must submit a manufacturer-supported load and runtime calculation demonstrating a minimum of thirty (30) minutes runtime at the calculated operational load, including stated power-factor assumptions, growth allowance, input and output requirements, plug and socket requirements, bypass requirements and environmental prerequisites. The bidder must also state the UPS and battery warranty, support, monitoring, preventive-maintenance and battery-replacement arrangements. ECSA reserves the right to require clarification where the calculation does not demonstrate adequate capacity or resilience.

4. Backup Solution

- External LTO Tape drive and tapes (HP StoreEver LTO-6 Ultrium 6250 Tape Drive).

5. Networking

- 2 x HP ProCurve Switches (HP 5130-24G-4SFP+ EI Switch, JG932A).

6. Rack and Enclosure

- HP Enclosure Rack.
- KVM Console (HPE TFT7600 G2 Rack-mount Keyboard Monitor).
- HP Server Console Port Switch with accessories.

Key requirements:

• Bill of Materials and Solution Validation

- Complete and submit the Appendix G line-by-line compliance and pricing schedule without altering the issued product numbers or quantities. Factory-integrated child lines must remain traceable to their parent configuration.
- Provide an OEM or OEM-authorised configuration output, quotation identifier, validation letter or equivalent evidence confirming that the proposed configuration is compatible, supported and orderable.
- Resolve or explain all configuration statuses shown in the issued BOM. The source

workbook records an Error against the DL380 Gen12 server parent configuration and Warnings against Compute Ops Management, the rack configuration, the Alletra 5030 base array and the 32 Gb Fibre Channel adapter. A bid must not be treated as fully technically compliant unless these statuses are supported by an updated validated configuration or a written OEM explanation.

- Confirm the accuracy of all descriptions, quantities, lead times, licences, installation services, support SKUs and dependencies.
- Identify any omitted component necessary for implementation, including LAN switching, higher-speed Ethernet adapters, optics, cables, KVM compatibility items, power accessories, platform software and migration tooling.

• **Supply and Licensing**

- Supply all hardware, enablement LTUs, software licences, subscriptions, media, accessories and services listed in Appendix G.
- Confirm whether virtualisation, operating-system, backup-application, database and other platform licences are bidder-supplied, ECSA-supplied or being reused. Any exclusion must be explicit.
- Submit an itemised commercial schedule mapping quantity, unit price, extended price, VAT and total price directly to each chargeable Appendix G line item.

• **Warranty and Support Assurance**

- At bid submission stage, the bidder must provide an itemised support coverage matrix mapping every applicable Appendix G item to the proposed OEM support SKU, service level, support duration, update entitlement, commencement assumption and any exclusion. The bidder must also provide a signed undertaking to register all OEM entitlements after award.
- The final HPE Support Account Agreement reference number, serial-number-level entitlement report and confirmed support start and end dates are post-award deliverables because these details are ordinarily generated following order fulfilment and OEM registration. The successful bidder must provide these records within the agreed period after delivery and before final acceptance or final payment.
- The bidder must distinguish accurately between the service levels included in the BOM. The BOM includes HPE Tech Care Critical for the DL380 Gen12 compute servers,

StoreOnce 3660 and SN3600B switches, while the MSL2024 tape library and Alletra 5030 components are listed with HPE Tech Care Essential. The bidder must not describe the entire solution as Critical support unless the Essential items are upgraded and priced accordingly.

- Support must cover sixty (60) continuous months from the agreed entitlement start date and must include applicable hardware support, incident management, access to covered firmware and software updates, security and maintenance releases, and OEM escalation rights to the extent included in the relevant entitlement. Any consumable, battery, media, software, monitoring, preventive-maintenance or service-level exclusion must be stated expressly.

• **Solution-Specific Clarifications**

- The bidder must confirm server adapters and the existing LAN switching environment meet the required workload, migration, backup and management performance.
- The Alletra 42 TB HDD bundle must be stated as raw installed capacity unless the bidder provides a vendor-supported usable-capacity calculation showing RAID, spares, system reserve and efficiency assumptions.
- The StoreOnce 80 TB base system plus 96 TB upgrade must not automatically be described as 176 TB usable capacity. The bidder must state physical, usable and expected logical capacity separately, with the deduplication assumptions used.
- The BOM includes 20 units of HPE Education Learning Credits 1-Year Service associated with StoreOnce. The bidder must confirm the total credit entitlement, validity period and redemption rules.
- The BOM includes HPE service-credit entries under the compute configuration. The bidder must explain the intended total entitlement, permitted usage and validity, including the relationship between the “10 per year” service and the quantity-50 service-credit line over 5years.
- The bidder must provide a complete delivery and lead-time schedule and address all items showing estimated availability lead times.

• **Service Provider Requirements**

- Must be an authorized HPE Partner with documented technical accreditation.
- Provide HPE Partner certificate and at least three verifiable client references for similar

projects.

- Provide CVs of technical team members showing relevant HPE certifications.
- Implementation and Professional Services
- **The bidder must submit a detailed, solution-specific implementation plan covering the following:**
 - Discovery and design: current-state assessment, dependency inventory, capacity and performance validation, target architecture, compatibility matrix, prerequisites, assumptions and exclusions.
 - Project management: named project manager, governance, schedule, milestones, resource plan, RACI, risk register, issue and action logs, communication plan and change-control approach.
 - Installation and configuration: delivery reconciliation, rack and stack, cabling and labelling, UPS and PDU integration, firmware baselining, compute, SAN, Alletra, StoreOnce, tape and management configuration, and configuration backups.
 - Migration and upgrade: workload and data migration sequencing, change windows, backup prerequisites, downtime estimates, rollback criteria, interoperability validation and business-owner sign-off.
 - Testing and acceptance: pre-delivery or factory checks where applicable, Site Acceptance Testing, performance and resilience testing, FC path and failover validation, backup and restore testing, monitoring validation, defect management and signed acceptance evidence.
 - Decommissioning: ECSA-approved data sanitisation, chain of custody, asset-register updates, removal only after written approval, and sanitisation and disposal or return certificates.
 - Handover: as-built documentation, rack elevations, physical and logical diagrams, asset and serial-number register, license and entitlement records, firmware baseline, configuration exports, runbooks, training evidence, open-issue register and support contacts.
- **Service Levels and Escalation**
 - Provide SLA covering response and resolution targets for Severity 1–4 incidents.
 - SLA must include escalation path to HPE Critical Management support.

12. DURATION

- Implementation period: the bidder must propose a detailed schedule showing design and validation activities, OEM lead times, delivery, installation, migration windows, testing, acceptance, handover and dependencies.
- Support term: all applicable OEM warranty, hardware support, software support and subscriptions must provide sixty (60) continuous months of coverage from the agreed entitlement commencement date.
- Billing: bidders must price the entire five-year total obligation. Invoicing payment will occur over two ECSA financial years and is subject to ECSA approval and must not result in interrupted, deferred or reduced OEM coverage.
- Post-award entitlement evidence: the successful bidder must provide the final HPE support agreement reference number, serial-number-level entitlement report and confirmed commencement and expiry dates after delivery and OEM registration, and before final acceptance or release of the final payment milestone.

13. CONFIDENTIALITY AND MANAGEMENT OF DOCUMENTS

The service provider shall not disclose confidential information to any person, firm, company or media except to the designated persons and will not use such information other than the purposes of its appointment, subject to any prior specific authorization in writing by each party.

The service provider will be required to sign the nondisclosure agreement and compliance with the prescripts as outlined in the POPI Act.

The service provider should retain all information, records and/or documentation, whether written, verbal or electronic pertaining to reported disclosure for the duration of the contract. Thereafter all documents should be handed over to ECSA. Such information must be treated as confidential at all times.

In addition, information may not be used for personal gain by the service provider, any employee, subcontractor or any agent of the service provider or any other person, body or organisation receiving the information or data through the service provider, or any of their employees or agents.

Failure to observe these conditions will constitute a breach of contract, which could

result in termination of the contract.

The details of the caller should be kept confidential. Strict confidentiality of all information should be maintained, and all calls should be accepted without favour or prejudice.

14. SPECIAL CONDITIONS

- This is a once-off appointment.
- ECSA reserves the right not to appoint any service provider should unsuitable proposals be submitted for the RFP.
- ECSA reserves the right to increase the quantity of License, procured based on operational requirements.

15. EVALUATION AND SELECTION CRITERIA

ECSA has set minimum standards that prospective service providers must meet to be evaluated and selected as successful service providers. The proposals received will be evaluated in different phases to arrive at the final phase of the award, and the phases will be as follows:

- i. Administrative Criteria (Phase 1) - Prospective service providers (s) must submit all required minimum and mandatory documents.
- ii. Functionality Evaluation Criteria (Phase 2) - The proposals will be evaluated according to the criteria set below.
- iii. Price and BBB-EE evaluation Criteria (Phase 3)

16. MINIMUM ADMINISTRATIVE REQUIREMENTS - PHASE 1

Note: In this phase all proposals received will be verified for compliance and completeness of the submitted documents as per the below set of mandatory requirements. Prospective service providers who fail to comply with the below requirements may be eliminated and prospective service providers who comply with the below will progress to the next phase of technical evaluation.

Please adhere to the following instructions

- i. Ensure that the documents are completed and signed where applicable.
- ii. Use the prescribed sequence in attaching the Annexures that accompany/complete the proposal Document.
- iii. Should all of these documents not be included or any part of the RFP document not duly completed, the service provider may be disqualified on the basis of non-compliance/ non-responsiveness.
- iv. Please index and paginate your proposal documentation.

Table 1: List of mandatory requirements

Number	Description of Appendix	Requirements
1	• Standard Bidding Forms	• SBD 4 – Service provider's disclosure Form
2	• Company registration documents	• CIPC certificate
3	• Tax clearance and B-BBEE certificate	• A valid tax PIN • A valid B-BBEE certificate or sworn affidavit
4	• Company Profile	• Company profile indicating experience in relevant services
5	• Bank Confirmation Letter	• Bank Confirmation Letter
6	• HPE Partner certificate	• HPE Partner certificate

17. FUNCTIONALITY EVALUATION POINT ALLOCATION - PHASE 2

Only prospective service providers (s) that have met the administrative criteria in Phase 1 will be evaluated in Phase 2. Prospective service provider(s) that achieve a **minimum threshold of 70 Points out of 100 Points** for the Functionality capabilities will proceed to Phase 3.

Table 2: Documents for evaluation purposes

Appendix	Description of Appendix	Requirements
Appendix G	Bill of Materials and Solution Compliance	Line-by-line compliance and pricing; compatibility and completeness; UPS load/runtime validation; support and license alignment; assumptions, exclusions and lead times
Appendix H	Support Coverage Matrix and Post-Award Entitlement Undertaking	• Bid-stage requirement: itemised schedule mapping each applicable BOM item to the proposed OEM service level, sixty-month term, firmware/software update entitlement and exclusions, together with a signed undertaking to register entitlements after award. • Post-award requirement: the successful bidder must provide the final HPE Support Account Agreement reference number, serial-number-level entitlement report and confirmed start and end dates before final acceptance. The final agreement reference number is not required or scored at bid stage.
Appendix I	HPE Partner Accreditation, Technical Expertise and Experience	Current partner/OEM capability; named certified technical team and role coverage; relevant CV experience; three verifiable comparable references, including legacy migration experience
Appendix J	Professional Services and	Discovery and design; project

	Implementation Plan (installation, migration, upgrade, decommission)	governance and schedule; installation and configuration; migration and rollback; testing and acceptance; decommissioning and handover.
Appendix K	SLA and Escalation Matrix including HPE Critical Management support	Provide three references not older than 5 years that include the information below and also submitted as per Annexure B: 1. Response/resolution targets, 2. Severity 1–4 definitions, 3. escalation path to HPE Critical Management, 4. remedies/penalties. 5. Signed with contact details (telephone and email addresses)
Appendix L	Training and Knowledge Transfer Plan	Proof of training and knowledge transfer plan
Appendix M	Documentation Quality as-built entitlement reports runbooks	Comprehensive records of the system delivered, including: • As-built diagrams and rack elevations • Configuration backups • Entitlement reports (proof of HPE warranty/support) • Runbooks and operational procedures • Detailed project plan (milestones, downtime windows, rollback procedures, resource allocation, risk register)

18.DETERMINATION OF SCORE FOR FUNCTIONALITY

Table 3: Functionality Evaluation Criteria

CRITERIA	MAX POINTS
Bill of Materials and Solution Compliance (Appendix G) 1. Line-by-line compliance and pricing = 20; 2. Compatibility and completeness = 6; 3. UPS load/runtime validation = 3; 4. Support and license alignment = 3; 5. Assumptions, exclusions must be stated and lead times = 3	35
Support Coverage Commitment (Appendix H) Itemized five-year coverage matrix; The final HPE support agreement reference number is not scored at bid stage.	
HPE Partner Accreditation, Technical Expertise and Experience (Appendix I) Score on partner tier, relevant HPE certifications, and strength of technical team CVs and references. 1. Corporate Accreditation - Valid HPE Enterprise Partner 2026 certificate and submission (Appendix I) (minimum HPE Compute Business Partner; Hybrid Cloud Business Partner; Networking Business Partner) = 3 2. Technical Certifications (named certified technical team and role coverage) - At least two engineers certified in HPE Server, Networking, and SAN technologies (e.g., HPE Compute, Networking, Server Solutions, HPE – Storage Solutions). = 3 - At least one engineer certified in Microsoft systems	15

integration (e.g., Microsoft Certified Solutions Expert MCSE/MCSA) to ensure best-practice migration and interoperability. = 2 - Evidence of current certifications = 3 3. Project Experience (three verifiable comparable references, including legacy migration experience) - Minimum of three verifiable references for similar HPE infrastructure projects (server, SAN, backup, and migration) and Microsoft Platforms, Azure, Exchange, SQL etc = 4 - Demonstrated experience in migration from legacy Gen9/3PAR environments to Gen12/Alletra/StoreOnce or equivalent. = 1													
Professional Services and Implementation Plan (installation, migration, upgrade, decommission) (Appendix J) <table border="1"> <thead> <tr> <th>Service Component</th><th>Notes</th></tr> </thead> <tbody> <tr> <td>Installation and configuration Services = 10</td><td>Rack, stack, cabling, power configuration etc</td></tr> <tr> <td>Migration and rollback = 5</td><td>Workload/data migration, rollback procedures</td></tr> <tr> <td>Explain Discovery, design and Upgrade Services = 5</td><td>Firmware/software upgrades, interoperability validation</td></tr> <tr> <td>Explain Decommissioning and handover = 5</td><td>Software application, Hardware shutdown, sanitisation certificates,</td></tr> <tr> <td>Project Management/ project governance and schedule = 5</td><td>Milestones, resource allocation, risk register</td></tr> </tbody> </table>	Service Component	Notes	Installation and configuration Services = 10	Rack, stack, cabling, power configuration etc	Migration and rollback = 5	Workload/data migration, rollback procedures	Explain Discovery, design and Upgrade Services = 5	Firmware/software upgrades, interoperability validation	Explain Decommissioning and handover = 5	Software application, Hardware shutdown, sanitisation certificates,	Project Management/ project governance and schedule = 5	Milestones, resource allocation, risk register	30
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SLA and Escalation Matrix including HPE Critical Management support (Appendix K) Provide three references not older than 5 years that include the information below and also submitted as per Annexure B: - Response/resolution targets, - Severity 1–4 definitions,	8												

3. Escalation path to HPE Critical Management, 4. Remedies/penalties. 5. Signed with contact details (telephone and email addresses) 3 References = 8 2 References = 5 1 Reference = 2	
Training and Knowledge Transfer Plan (Appendix L) • Training curriculum and delivery approach = 3; • Practical knowledge transfer and runbooks = 3; • Learning-credit entitlement clarity = 2; • Explain training evidence and post-training support = 2.	10
Documentation Quality as-built entitlement reports runbooks (Appendix M) Detailed project plan (milestones, downtime windows, rollback procedures, resource allocation, risk register) Comprehensive records of the system delivery project methodology, including: • Document index and credible templates = 2; • Configuration = 2; • Operational runbooks = 2; • Document control and delivery timetable = 1	7
Total	100

The evaluation criteria for functionality as indicated in the table in above, will apply.

Note: The minimum qualifying score is 70 out of 100 points (70%). All service providers that fail to achieve the minimum qualifying score will not be considered for further evaluation on Price and B-BBEE.

The score for functionality shall be calculated as follows:

- Each panel member shall award values for each individual criterion on a score sheet. The Points scored for each criterion shall be multiplied with the specified

weighting for the relevant criterion to obtain the Points scored for each criteria.
These Points should be added to obtain the total score for Functionality.

- The score of each panel member shall be added together and divided by the number of panel members to establish the average score obtained by each individual respondent for Functionality.

19. PRICE AND B-BBEE EVALUATION (PHASE 3):

Stage 2 – Price Evaluation:

- Prospective service providers must clearly indicate their respective proposed tariffs on the Pricing Schedule attached as **Annexure C**.

Stage 3 - B-BBEE Evaluation:

- ECSA is committed to encouraging black economic empowerment through providing opportunities to historically disadvantaged individuals.
- B-BBEE points may be allocated to prospective service providers on submission of the following documentation or evidence:
 - A valid B-BBEE Certificate or sworn affidavit.

ANNEXURE A: Bill of Materials - As per attached Excel Document**ANNEXURE B: REFERENCES TEMPLATE**

#	Client Name	Contact Person:			Nature of work provided	Duration of work	
		Designation	Name & Surname	e-mail address/Telephone/ Cell Number		Start Date	End Date
1							
2							
3							
4							
5							
6							

ANNEXURE C: PRICING SCHEDULE (To be completed in Excel provided and submitted with Excel and PDF)

Item No.	Subscription / Service Name	Price (VAT Incl.) Year 1	Price (VAT Incl.) Year 2	Total Price (VAT Incl.) for 5 years	Notes
1	Supply of HPE Hardware and Software (per BOM line item)				Itemised per BOM reference number.
2	HPE 5-Year Warranty and Support (all BOM items)				Must be billed over 2 financial years but cover full 5 years continuously.
3	Professional Services (installation, migration, upgrade, decommission)				Include Factory Acceptance Testing / Site Acceptance Testing, documentation, and training.
4	SLA Management and Escalation Services (5 years)				Include HPE Critical Management support.
5	Training and Knowledge Transfer (onsite days and materials)				Minimum two days onsite training plus runbooks.
6	Detailed project plan Documentation (as-built diagrams, entitlement				Must include project plan with milestones, resource allocation, downtime

	reports, runbooks, Configuration backups, and firmware upgrade procedures and entitlement reports)				windows, rollback procedures and risk mitigation strategies
7	Delivery and Logistics				Include shipping, racking, cabling, and installation logistics.
8	Contingency and Optional Items (itemise separately): 2% value bid				Clearly state assumptions and exclusions.
Grand Total (Including VAT)					

Pricing Instructions

- Prices must be firm, expressed in South African Rand and show VAT separately. Any exchange rate, escalation, validity or supply-chain assumption must be explicit.
- The complete five-year support obligation must be priced as one total. Any proposed Year 1 and Year 2 invoice profile must reconcile exactly to the five-year total and must not interrupt OEM entitlement or warranties.
- Quantities and product numbers must reconcile to Appendix G. Any discrepancy must be identified in the assumptions and deviations schedule.
- Delivery, installation, support, documentation and training must not be double-counted across BOM lines and separate service categories.
- Payment terms, quote validity, lead times, implementation assumptions and exclusions must be stated.
- Optional items must not be included in the evaluated base total unless the final RFP expressly includes those items for evaluation.
- ECSA should link contract payments to verified delivery, successful Site Acceptance Testing, migration and handover acceptance, delivery of documentation and training, and completion of OEM entitlement registration.

20.ACCEPTANCE, CHANGE CONTROL AND ORGANISATIONAL SAFEGUARDS

Award remains subject to verification of bidder statements, partner status, qualifications, references, OEM validation and agreement of the final contract and SLA.

- No product, SKU, service level, key technical resource or material design element may be substituted without prior written approval. An approved substitution must be equal or

better, compatible and supportable, with no additional cost unless agreed through formal change control.

- Final acceptance is conditional on BOM delivery reconciliation, successful Site Acceptance Testing, agreed migration validation, resolution or formally accepted treatment of defects, delivery of complete documentation and runbooks, completion of knowledge transfer and registration of OEM entitlements.
- ECSA should retain an appropriate final-payment portion until all acceptance evidence is complete. The exact retention or milestone percentage must be approved through SCM and reflected in the final contract.
- ECSA data remains the property of ECSA. The service provider must use least-privilege access, maintain access records, protect credentials and remove access promptly after completion.
- Data-bearing equipment may not leave ECSA control without written authorisation, an approved chain of custody and an approved sanitisation method. Removal, disposal or return must be supported by appropriate certificates.
- All assumptions, dependencies, qualifications and exclusions included in a bid are subject to evaluation and contract clarification. No omission reasonably necessary for the bidder's proposed solution will automatically become an ECSA cost unless expressly accepted in writing.
- The final RFP, evaluation method, preference-point provisions, liability, indemnity, insurance, data-protection, payment and contract-precedence provisions must be reviewed by ECSA SCM and legal advisers before publication.

21. JOINT VENTURES, CONSORTIUMS AND TRUSTS

A trust, consortium or joint venture will qualify for points for their B-BBEE status level as a legal entity, provided that the entity submits their B-BBEE status level certificate.

A trust, consortium or joint venture will qualify for points for their B-BBEE status level as an unincorporated entity, if the entity submits their consolidated B-BBEE scorecard as if they were a group structure and that such a consolidated B-BBEE scorecard is prepared for every separate bid.

Bidders must submit concrete proof of the existence of joint ventures and/or consortium arrangements. ECSA will accept signed agreements as acceptable proof of the existence of a joint venture and/or consortium arrangement.

The joint venture and/or consortium agreements must clearly set out the roles and responsibilities of the Lead Partner and the joint venture and/or consortium party. The agreement must also clearly identify the Lead Partner, with the power of attorney to bind the other party/parties in respect of matters pertaining to the joint venture and/or consortium arrangement. In addition, provide the following information:

- Entity(ies) that will be guaranteeing contract performance;
- Date of Joint Venture formation, if applicable;
- The name of the lead / prime contractor; and
- Details regarding the nature of the agreement between the Joint Venture Partners including the proposed percentage division of work between the constituent members. Each party to the RFP, if that party is a subsidiary company, is required to give details of the extent to which the holding company and related subsidiaries and associates are prepared to provide guarantees.

22. INSURANCE

- a. The successful Service Provider will be responsible for its work and every part thereof, and for all materials, tools, equipment, appliances, and property of any and all descriptions issued in connection with this Request for Proposal.
- b. Upon award of contract and prior to beginning work, the successful Service Provider must provide proof of insurance. Insurance must be maintained for the duration of the contract. **Please provide a sample certificate of insurance that indicates your company's limitations of liability as part of your RFP response.**

23. REVISIONS TO REQUEST FOR PROPOSAL

In the event that it becomes necessary to revise any part of this Request for Proposal, an Addendum setting out such revisions will be provided to all bidders on the ECSA and PURCO websites.

24. RESERVATIONS

- a. ECSA reserves the right to extend the closing date.
- b. ECSA's decision/s regarding the acceptance or non-acceptance of a Proposal shall be final and ECSA is not obliged to furnish any reason for such decision.
- c. Proposals shall be considered and evaluated against a pre-determined evaluation value structure determined by ECSA. All Suppliers shall provide all information requested in this RFP in order to facilitate the evaluation process. Suppliers shall strictly adhere to the instructions stated in this RFP. ECSA shall not be bound to divulge such evaluation criteria but may do so in its sole and absolute discretion.
- d. ECSA may, during and after the evaluation of the Proposals and in its sole and absolute discretion, decide to:
 - i. Accept a Proposal other than the lowest priced Proposal;
 - ii. Refuse to consider any Proposal not conforming with the requirements of this RFP;
 - iii. Ask any Supplier to supply further information after the closing date;
 - iv. Cancel this RFP or any part thereof at any time;
 - v. Award the contract pursuant to this RFP or any part thereof to any one or more Suppliers,
 - vi. Not to award the proposal at all.

25. FORM OF CONTRACT

- a. The ECSA and the successful Bidder will enter into a written contract and/or Service Level Agreement in respect of the products and services detailed in this RFP.
- b. The form of contract and/or Service Level Agreement will be as agreed between the ECSA and the successful Bidder.
- c. A comprehensive right to audit clause will be included in the contract. The clause will provide ECSA, its authorised advisors, other representatives and any regulatory body access to audit the compliance of the Bidder to the terms of the Agreement and the accuracy of the Bidders invoicing. Access to the bidders system, software, all information in relation to the services the Bidder will render in terms of the Agreement, premises, data, employees, agents, subcontractor (but not to information which the Bidder is obliged to keep confidential and not to information which is legally privileged and/or subject to litigation privilege) will also be required.

26. QUALITY

The quality of the products/services delivered shall not differ from that specified in the Scope of Work of this document.

27. TERMS OF PAYMENT

The ECSA shall pay the Price to the appointed Bidder in accordance with the contract signed pursuant to the award of this tender, which payment shall be subject to:

- a. The Price being in accordance with the agreed quotes and as per the contract;
- b. The Products/Services being received and accepted by the ECSA in terms of the contract;
- c. Goods and Services VAT being included in the Price.
- d. A correct purchase order number being quoted on the tax invoice.
- e. All relevant documentation, signoffs and approvals received.

Payments terms of 30 Days from invoice date.

28. GENERAL TERMS AND CONDITIONS

Confidentiality

Some of the information contained in the Tender Documents may be of a confidential nature and must only be used for purposes of responding to this RFP. This confidentiality clause extends to bidder partners whom you may decide to involve in preparing a response to this RFP.

For purposes of this process, the term "Confidential Information" shall include all technical and business information, including, without limiting the generality of the foregoing, all secret knowledge and information (including any and all financial, commercial, market, technical, functional and scientific information, and information relating to a party's strategic objectives and planning and its past, present and future research and development), technical, functional and scientific requirements and specifications, data concerning business relationships,

demonstrations, processes, machinery, know-how, architectural information, information contained in a party's software and associated material and documentation, plans, designs and drawings and all material of whatever description, whether subject to or protected by copyright, patent or trademark, registered or un-registered, or otherwise disclosed or communicated before or after the date of this process.

The receiving party shall not, during the period of validity of this process, or at any time thereafter, use or disclose, directly or indirectly, the confidential information of ECSA (even if received before the date of this process) to any person whether in the employment of the receiving party or not, who does not take part in the performance of this process.

The receiving party shall take all such steps as may be reasonably necessary to prevent ECSA's confidential information coming into the possession of unauthorized third parties. In protecting the receiving party's confidential information, ECSA shall use the same degree of care, but no less than a reasonable degree of care, to prevent the unauthorized use or disclosure of the confidential information as the receiving party uses to protect its own confidential information.

Any documentation, software or records relating to confidential information of ECSA, which comes into the possession of the receiving party during the period of validity of this process or at any time thereafter or which has so come into its possession before the period of validity of this process:

- shall be deemed to form part of the confidential information of ECSA,
- shall be deemed to be the property of ECSA;
- shall not be copied, reproduced, published or circulated by the receiving party unless and to the extent that such copying is necessary for the performance of this process and all other processes as contemplated in; and shall be surrendered to ECSA on demand, and in any event on the termination of the investigations and negotiations, and the receiving party shall not retain any extracts thereof.

News and press releases

Bidders or their agents shall not make any news releases concerning this RFP or the awarding of the same or any resulting agreement(s) without the consent of, and then only in co-ordination with ECSA.

General legal conditions

The laws of the Republic of South Africa shall govern this RFP and any subsequent agreement entered into. Bidders accept hereby that the courts of the Republic of South Africa shall have jurisdiction.

ECSA shall not be liable for any costs incurred by the Bidder in the preparation of response to this RFP. The preparation of response will be made without obligation to acquire any of the items included in any Bidder's proposal or to select any proposal, or to discuss the reasons why such

Bidder's or any other proposal was accepted or rejected.

ECSCA may request written clarification, documentary evidence or further information regarding any aspect of this proposal. The Bidder must supply the requested information in writing within the time frames stipulated by the ECSCA, otherwise the proposal may be disqualified.

By submitting a proposal in response to this RFP, the Bidder accepts the evaluation criteria as it stands.

Should the Bidder withdraw the proposal before the proposal validity period expires, ECSCA reserves the right to recover any additional expense incurred by ECSCA having to accept any less favourable proposal or the additional expenditure incurred by ECSCA in the preparation of a new RFP and by the subsequent acceptance of any less favourable proposal.

Any amendment or change of any nature made to this RFP or the Tender Documents shall only be of force and effect if it is in writing, signed by a ECSCA authorized signatory and added to this RFP as an addendum.

ECSCA will not be held liable for any expenses incurred by Bidders, in preparing and submitting the proposal.

In the evaluation of proposal, ECSCA reserves the right to conduct independent reference checks.

Should the evaluation of the proposals not be completed within the validity period, ECSCA has discretion to extend the validity period. Upon receipt of the request to extend the validity period of the bid, the Bidder must respond within the required timeframes and in writing on whether or not it agrees to hold its original proposal responses valid under the same terms and conditions for a further period.

All Bidders must make full disclosure of any potential conflict of interests. ECSCA will make the final determination as to whether the potential conflict of interest precludes the award of the tender to the Bidder.

While information in this RFP document has been prepared in good faith, it does not purport to be totally comprehensive, nor to have been independently verified. ECSCA does not accept any liability for its adequacy, accuracy or completeness, nor does it make representation or warranties with respect to information contained in it, or upon which the RFP is based.

Prior to submitting the proposal, Bidders should satisfy themselves of the accuracy and completeness of all the information submitted. Bidders should be confident that the pricing submitted is sufficient for the company to meet all its obligations in terms of this RFP document and any contract that may result from this RFP process. Failure to do so may lead to disqualification.

Please note that a potential bidder must have a B-BBEE certificate that has been issued by a verification agency accredited by the South African Accreditation System (SANAS) or the bidder must submit an affidavit stating its B-BBEE status level. Exempt Micro Enterprises (EME's) must acquire an affidavit regarding their B-BBEE status level - no verification is required. This is also applicable to Qualifying Small Enterprises (QSE's) with 51% or more black ownership.

29. DISCLAIMER

This RFP is a request for proposals only and not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of its proposal, bidders shall be deemed to have satisfied themselves with and to have accepted all Terms & Conditions of this RFP. The ECSA makes no representation, warranty, assurance, guarantee or endorsements to bidder concerning the RFP, whether with regard to its accuracy, completeness or otherwise and the ECSA shall have no liability towards the bidder or any other party in connection therewith.

30. DECLARATION BY THE BIDDER

Only bidders who have completed the declaration below will be considered for evaluation.

RFP No: **ECSA RFP/06/2026 PROVISION FOR SUITABLY QUALIFIED SERVICE**

PROVIDER FOR HPE SERVER INFRASTRUCTURE UPGRADE AND 5-YEAR SUPPORT

I hereby undertake to render services described in the attached RFP documents to ECSA in accordance with the requirements and task directives / proposal specifications stipulated in RFP mentioned above at the price/s quoted. My offer/s remains binding upon me and open for acceptance by the ECSA during the validity period indicated and calculated from the closing date of the proposal.

I confirm that I am satisfied with the correctness and validity of my proposal; that the price(s) and rate(s) quoted cover all the services specified in the proposal documents; that the price(s) and rate(s) cover all my obligations and I accept that any mistakes regarding price(s) and rate(s) and calculations will be at my own risk.

I accept full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on me under this proposal as the principal liable for the due fulfilment of this proposal.

I declare that I have no participation in any collusive practices with any bidder or any other person regarding this or any other proposal.

I accept that the ECSA may take appropriate action should there be a conflict of interest or if this declaration proves to be false.

I confirm that I am duly authorised to sign this proposal.

NAME (PRINT)

SIGNATURE

WITNESSES:

1

2