

**RFP 05/2025: SUPPLY AND DELIVERY OF CISCO NETWORK EQUIPMENT AND RELATED SERVICES TO SARS**

**Communication #2**

**Date of Issue: 04 June 2025**

**1. Rectification.**

These questions and answers as well as issued / reissued documents referred to in this document will be posted to all potential bidders.

**Questions and Answers:**

No	Question	Answer
1.	Company A is a multinational CISCO Gold company and as such we can demonstrate that we have multiple collaboration specializations in in our multinational regions. Will that be accepted by SARS?  How will this affect our response?	Please note that the request for specializations and services is specific to the South African context. While SARS acknowledge that multinational organizations may have global expertise and resources, for the purposes of this procurement, only specializations and service capabilities that are available and operational within South Africa will be considered.  Therefore, demonstrating global specializations in lieu of local capabilities will not meet the requirements of this request.

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	<p><b>NB: If the Bidder will be submitting documentation / proof of certification / CISCO Partner status of its parent / holding company and/or subsidiary, the Bidder must submit a letter which demonstrates the relationship between the (2) companies in terms of ownership. In this instance the Bidder also need to submit proof in the form of a signed confirmation letter from the OEM that the Bidder, as a separate subsidiary of its parent / holding company, is deemed to hold the same certification and CISCO Partnership of its holding company by virtue of the relationship and ownership structure and that the Bidder is allowed to and can leverage off and benefit from the certification and CISCO partnership of its holding / parent company. This confirmation must derive directly from the OEM confirming that the Bidder as a subsidiary / division of its holding / parent company is deemed to be certified / partner for the purposes of this mandatory requirement.</b></p> <p>The Bidder must submit a certification letter from Cisco, proving they hold the following specialisations:</p>	
2.	On page 9 of the main RFP document, you have the following with regards to the structure of the proposal.	Section 3 refers to SARS RFP 05-2025 2-1 Business Requirement Specification only. No additional technical requirements are requested or required.

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	<p>6.5.6 A bidder is required to submit the contents of its submission (hard copy and electronic) in the following format:</p> <p>Table 3: Format and organisation of proposal</p> <table border="1" data-bbox="257 399 1176 1061"> <thead> <tr> <th data-bbox="257 399 398 443">Files</th> <th data-bbox="398 399 555 443"></th> <th data-bbox="555 399 654 443">Section</th> <th data-bbox="654 399 1176 443">Responses</th> </tr> </thead> <tbody> <tr> <td data-bbox="257 443 398 845" rowspan="5"> <b>Folder 1:</b>            TECHNICAL proposal         </td> <td data-bbox="398 443 555 845" rowspan="5"> <ul style="list-style-type: none"> <li>• RFP reference</li> <li>• Description</li> <li>• Bidder name</li> </ul> </td> <td data-bbox="555 443 654 555">1</td> <td data-bbox="654 443 1176 555"> <ul style="list-style-type: none"> <li>• Prequalification documents (SBD and other documents), <i>excluding SBD 6.1 Preference point claim form and SBD 3.1 (Pricing response template)</i></li> </ul> </td> </tr> <tr> <td data-bbox="555 555 654 662">2</td> <td data-bbox="654 555 1176 662"> <ul style="list-style-type: none"> <li>• Response to mandatory requirements</li> <li>• Supporting documents for mandatory requirements (if applicable)</li> </ul> </td> </tr> <tr> <td data-bbox="555 662 654 734">3</td> <td data-bbox="654 662 1176 734"> <ul style="list-style-type: none"> <li>• Response to technical requirements</li> <li>• Supporting documents for technical requirements</li> </ul> </td> </tr> <tr> <td data-bbox="555 734 654 805">4</td> <td data-bbox="654 734 1176 805"> <ul style="list-style-type: none"> <li>• Company profile</li> <li>• Supplementary information</li> </ul> </td> </tr> <tr> <td data-bbox="555 805 654 845">5</td> <td data-bbox="654 805 1176 845"> <ul style="list-style-type: none"> <li>• Draft agreement</li> </ul> </td> </tr> <tr> <td data-bbox="257 845 398 1061" rowspan="3"> <b>Folder 2:</b>            PRICE and B-BBEE/            specific goals proposal         </td> <td data-bbox="398 845 555 1061" rowspan="3"> <ul style="list-style-type: none"> <li>• RFP reference</li> <li>• Description</li> <li>• Bidder name</li> </ul> </td> <td data-bbox="555 845 654 949">1</td> <td data-bbox="654 845 1176 949"> <ul style="list-style-type: none"> <li>• B-BBEE certificate or sworn affidavit</li> <li>• SBD 6.1 Preference point claim form</li> </ul> </td> </tr> <tr> <td data-bbox="555 949 654 989">2</td> <td data-bbox="654 949 1176 989"> <ul style="list-style-type: none"> <li>• Pricing response template</li> </ul> </td> </tr> <tr> <td data-bbox="555 989 654 1061">3</td> <td data-bbox="654 989 1176 1061"> <ul style="list-style-type: none"> <li>• A complete set of three (3) most recent years annual financial statements as detailed in this RFP</li> </ul> </td> </tr> </tbody> </table> <p>Please be so kind to advise what should be covered in section 3 (Technical Requirements) Is there perhaps a technical requirements document missing from the RPF pack? Or should we refer to the SARS RFP 05-2025 2-1 Business Requirement Specification – which also only highlights the mandatory requirements listed below.</p>	Files		Section	Responses	<b>Folder 1:</b> TECHNICAL proposal	<ul style="list-style-type: none"> <li>• RFP reference</li> <li>• Description</li> <li>• Bidder name</li> </ul>	1	<ul style="list-style-type: none"> <li>• Prequalification documents (SBD and other documents), <i>excluding SBD 6.1 Preference point claim form and SBD 3.1 (Pricing response template)</i></li> </ul>	2	<ul style="list-style-type: none"> <li>• Response to mandatory requirements</li> <li>• Supporting documents for mandatory requirements (if applicable)</li> </ul>	3	<ul style="list-style-type: none"> <li>• Response to technical requirements</li> <li>• Supporting documents for technical requirements</li> </ul>	4	<ul style="list-style-type: none"> <li>• Company profile</li> <li>• Supplementary information</li> </ul>	5	<ul style="list-style-type: none"> <li>• Draft agreement</li> </ul>	<b>Folder 2:</b> PRICE and B-BBEE/ specific goals proposal	<ul style="list-style-type: none"> <li>• RFP reference</li> <li>• Description</li> <li>• Bidder name</li> </ul>	1	<ul style="list-style-type: none"> <li>• B-BBEE certificate or sworn affidavit</li> <li>• SBD 6.1 Preference point claim form</li> </ul>	2	<ul style="list-style-type: none"> <li>• Pricing response template</li> </ul>	3	<ul style="list-style-type: none"> <li>• A complete set of three (3) most recent years annual financial statements as detailed in this RFP</li> </ul>	
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	<p>As per SARS RFP 05-2025 5-1 Mandatory Response Template as well as page 11 and 12 of the main RFP documents the following falls under mandatory requirements</p> <ul style="list-style-type: none"> <li>• Bidder Organisation</li> <li>• Cisco Partner Certification/ Accreditation</li> <li>• Cisco Partner Certification/ Accreditation</li> </ul>	
3.	<p>we need to clarify to understand that from Feb next year Cisco will be changing their Partner Certifications to a new system (Cisco 360)</p> <p><b>3 EXPECTATION DURING THE CONTRACT PERIOD:</b></p> <p>3.1 The bidder will be expected to, amongst others:</p> <p><b>3.1.1 Maintain their CISCO partnership for the duration of the contract.</b></p> <p>3.1.2 To maintain their three (3) CISCO specializations during the contract.</p> <p>3.1.3 Offer SARS all the discounts that they would have obtained from CISCO &amp; Transversals Agreement between CISCO &amp; State Information Technology Agency (SITA);</p> <p>3.1.4 To place the order within 3 days with Cisco when the order number is supplied by SARS.</p> <p>3.1.5 To deliver the hardware and licenses within the timeframes as listed by Cisco with Cisco CCW. For software (licenses) subscriptions the expected timeframe is within 10 working days.</p> <p>3.1.6 To advise SARS on any CISCO related equipment discussions and/or current and/or future changes.</p>	<p>SARS is aware and takes notice of Cisco's transition to the new Cisco 360 certification model effective February next year. This change will be accommodated accordingly in the ongoing partner management processes with the successful Bidder.</p>

No	Question	Answer
4.	<p>Bidder A asked whether the requirement for specific Cisco specialisations (Collaboration, Security, and Enterprise Network) is necessary for a Dropbox tender. Bidder A suggested that this requirement might be unnecessary and requested consideration for its removal, arguing that qualified Cisco partners should be sufficient.</p>	<p>It is important to clarify that <b>RFP 05/2025: SUPPLY AND DELIVERY OF CISCO NETWORK EQUIPMENT AND RELATED SERVICES TO SARS</b> is not solely a procurement or Dropbox tender.</p> <p>The requirement for a pre-sale's consultation service, supported by the relevant Cisco specialisation, is clearly outlined in <b>SARS RFP 05-2025 2-1: Business Requirement Specification</b>. This requirement is both essential and mandatory to ensure that any proposed Cisco solution aligns with SARS's operational, technical, and performance needs.</p> <p>Engaging a Cisco-certified partner with specialisations in Collaboration, Security, and Enterprise Networking during the pre-sales phase is critical. This engagement ensures a strategic and successful investment in Cisco hardware and solutions for SARS.</p>
5.	<p>Bidder B asked if multinationals could demonstrate their specializations globally, even if they do not have all the required specializations in South Africa. Bidder B wanted to know if it would be acceptable to show that they have the necessary resources and specializations worldwide.</p>	<p>Please note that the request for specializations and services is specific to the South African context. While SARS acknowledge that multinational organizations may have global expertise and resources, for the purposes of this procurement, only specializations and service capabilities that are available and operational within South Africa will be considered.</p> <p>Therefore, demonstrating global specializations in lieu of local capabilities will not meet the requirements of this request.</p>
6.	<p>Bidder C sought clarification on whether the requirement for specific Cisco specialisations could be reconsidered, especially for multinationals that might have the required specialisations globally but not necessarily in South Africa.</p>	<p>Please note that the request for specializations and services is specific to the South African context. While SARS acknowledge that multinational organizations may have global expertise and resources, for the purposes of this procurement, only specializations and service capabilities that are available and operational within South Africa will be considered.</p>

No	Question	Answer
		Therefore, demonstrating global specialisations in lieu of local capabilities will not meet the requirements of this request.
7.	Bidder D questioned the necessity of specific Cisco specializations for a Dropbox tender, suggesting that the requirement might be unnecessary.	<p>It is important to clarify that <b>RFP 05/2025: SUPPLY AND DELIVERY OF CISCO NETWORK EQUIPMENT AND RELATED SERVICES TO SARS</b> is not solely a procurement or Dropbox tender.</p> <p>The requirement for a pre-sale's consultation service, supported by the relevant Cisco specialisation, is clearly outlined in <b>SARS RFP 05-2025 2-1: Business Requirement Specification</b>. This requirement is both essential and mandatory to ensure that any proposed Cisco solution aligns with SARS's operational, technical, and performance needs.</p> <p>Engaging a Cisco-certified partner with specialisations in Collaboration, Security, and Enterprise Networking during the pre-sales phase is critical. This engagement ensures a strategic and successful investment in Cisco hardware and solutions for SARS.</p>
8.	Can we sign the tender documents digitally?	Yes, the tender documents can be signed digitally.
9.	The pricing summary sheet does not link the total of each sheet to the consolidated price sheet, can we insert the formula to link the pages to the consolidated sheet	The pricing on the consolidated can be inserted manually to reflect all the grand totals in each sheet. The grand total on the summary page will therefore auto calculate all the line numbers.

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10.	"The pricing summary point 10 please clarify: The material/ replacement mark-up for Table 2 is the percentage that the Bidder will add to the cost for replacement of materials/spares where work is performed on a Time & Material. basis.	Yes, this is the mark up the bidder will add to the cost for replacement of materials/spares where work is performed on a Time & Material basis.
11.	Is the bidder expected to go to site remove the faulty equipment and replace with a new or RMA'd device	No. This function is out of scope as indicated in the BRS. It is part of a post-sale function.
12.	We just want to clarify the stacking as well as StackPower requirements for the following switches. Should we include the cables and or modules?	The Cisco Meraki Catalyst 9300 24-port Gigabit PoE+ Switch support fixed power modules, it comes fixed attached on the switch however the staking cables and power staking cables must be included as they come loose or separate
13.	Can we also clarify the network modules required for these switches, does every switch need to have a network module for fiber connectivity?	Yes, all the switches must come with the modules - C9300-NM-8X - Ports: 8 x 10G SFP+ (10 Gigabit Ethernet)