

RFP 37/2024: THE APPOINTMENT OF A SERVICE PROVIDER FOR THE RENEWAL OF CISCO MERAKI ENTERPRISE AND COLLABORATION FLEX PLAN LICENSES

Communication #1

Date of Issue: 11 March 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.

Rectification

No	Question	Answer
1.	Will SARS consider other CISCO certificates (other than the CISCO Gold partner as per the documents) since this is a supply of the service	The Mandatory requirements on the CISCO Accreditation (amongst others) does allows the following CISCO accredited partners to respond to the tender: <ul style="list-style-type: none">▪ Global gold integrator or▪ Gold integrator or▪ Premier Integrator or▪ Select Integrator.

No	Question	Answer
		<p>NB: Bidders are requested to read through the mandatory requirements on section 7.3 (Mandatory evaluation process) of the <u>SARS RFP 29-2024 1-1 Main RFP Document</u> and to also use <u>SARS RFP 37-2024 5-1 Mandatory Response Template</u> to respond to the mandatory requirements.</p>
2.	<p>In terms of the financial capability (financial statement and/or analysis), will SARS consider if the bidder has creditors that are willing to pay for the project.</p>	<p>The main purpose of financial analysis is to assess the financial position and the financial performance of the company. A financial guarantee does not affect the analysis of the financial statements. Sars does however request for financial guarantee from the bidders if the analysis shows that the company is in financial distress which will affect the decision of who the tender is awarded to.</p>
3	<p>Can SARS consider extending the closing date of the tender, given the time constraints for bidders to respond to this tender.</p>	<p>Due to the urgent business requirement, the closing date of 13 March 2025 at 11:00 AM will not be extended.</p> <p>NB: Bidders are requested to ensure that the timeously complete the tender documentations and submit to SARS Tender office on and/or before 13 March 2025 at 11:00 AM.</p>
4.	<p>One of the options is to get a subscription license. This will mean that the whole Meraki estate should move to that license model.</p>	

No	Question	Answer
	<p>a) Are the Requested licenses for all the Meraki devices in the estate or are there other Meraki devices that forms part of the estate</p> <p>b) Is there is a Co-Termination License model?</p>	<p>a) Yes, for all the Meraki devices that forms part of the estate.</p> <p>b) The Co-Termination License model, often referred to as the Co-Term model, is a licensing approach used by Cisco Meraki. In this model, the expiration dates of all licenses within an organization are averaged to create a single, unified expiration date for all devices. This means that regardless of when individual licenses were purchased or their original durations, they will all expire on the same date. This is achieved by calculating the total number of days remaining on all licenses and dividing by the number of devices.</p> <p>For example, if an organization has two licenses, one for 365 days and another for 1,825 days, the co-termination date would be calculated by averaging these durations. This simplifies license management by ensuring that all licenses need to be renewed at the same time, rather than tracking multiple expiration dates.</p>

No	Question	Answer
	c) Should the Bidder stick to the traditional Co-Term license model?	c) Additionally, the Business Requirements Specification document details the procurement needs for Cisco Meraki Enterprise Licenses and Unified Communications Manager (CUCM) subscriptions, which include the Co-Termination license model.
5.	Is there a standard exchange rate to be used, it's not stated on the pricing template either, yet it is required that 4.1.4 The bidder is required to provide a quotation based on a fixed exchange rate	<p>Bidders are requested to refer to note 2, 3 and 4 on the price template, <u>SARS RFP 37-2024 6-1 Price Template</u>, which states that, <i>"Bidders must note that all pricing must be at unit cost (Include margin, packing, shipment, delivery) as per OEM Price in USD Dollar \$. It is the bidder's responsibility to consider the foreign currency exchange rate and all other direct and/or indirect costs relating to their price proposal when completing the price template, The quoted prices MUST be inclusive of all SARS' requirements as per the Business Requirements Specification. No additional costs will be considered post award and that, the pricing is to remain valid 180 days from the closing date of this tender."</i></p> <p>NB: SARS will not provide a standard rate for bidders to use for the exchange rate, however, bidders are expected to use a fixed exchange rate that will be valid for 180 days from the closing date of the tender.</p>
6.	Context: One of the options available is to get a subscription license. This will mean that the entire Meraki estate should move to this license model.	Kindly note that, the question has been answered in question 4.

No	Question	Answer
	<p>Question: Are the Requested licenses for all of the Meraki devices in the estate or are there other Meraki devices that forms part of the estate and there is a Co-Termination License model? Or should we stick to the traditional Co-Term license model?</p>	
7.	<p>Bidder A appreciates the opportunity to submit a proposal for the RFP: Appointment of a Service Provider for the Renewal of Cisco Meraki Enterprise and Collaboration Flex Plan Licenses.</p> <p>We kindly request a two-week (10 working days) extension to ensure that we submit a thoroughly architected solution and a fully competitive and compliant response. Granting this extension will allow us to:</p> <ul style="list-style-type: none"> ▪ Conduct a comprehensive analysis of the requirements to ensure the most cost-effective and optimized solution is proposed. ▪ Engage with key OEMs to validate pricing, licensing structures, and solution feasibility. ▪ Ensure full compliance with technical requirements, avoiding any gaps in the response. <p>We believe that the additional time will contribute to a higher quality submission, ensuring a robust and value-driven proposal for your consideration.</p>	<p>Due to the urgent business requirement, the closing date of 13 March 2025 at 11:00 AM will not be extended. This tender would not test technical criteria, only Mandatory, Pricing and Specific Goals.</p> <p>NB: Bidders are requested to ensure that the timeously complete the tender documentations and submit to SARS Tender office on and/or before 13 March 2025 at 11:00 AM.</p>

NB: Bidders should note that SBD 6.1 has been re-issued, meaning that Bidders will now be expected to use the re-issued SBD 6.1 Form.