# REQUEST FOR QUOTE (RFQ)

**Request for QUOTATION FOR THE APPOINTMENT OF A SERVICE PROVIDER FOR LUANDA VSAT INSTALLATION SERVICES AT THE NEW LUANDA AIRPORT - DR. ANTONIO AGOSTINHO NETO INTERNACIONAL AIRPORT.**

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| **Date:** | **21 OCTOBER 2022** |
| **Department** | **Commercial Services / BD** |
| **RFQ Number** | **ATNS-CS- LUANDA VSAT-211022** |
| **Description of Goods/Service:** | Please see below on page 2 |
| **Virtual Briefing Session** | **Venue:** Microsoft Team Meeting  **Date:** 28th October2022  **Time:** 11h00-12h00  **Service Providers who wish to be part of the virtual Microsoft Teams briefing session must send an email to** [**CharlesS@atns.co.za**](mailto:CharlesS@atns.co.za) **to express their interest to do so by no later than 27th October 2022 at 15h00 CAT. A meeting invite link will be shared with service providers who would have shown interest.** |
| **Closing Date and Time:** | **04 November 2022 @12h00** |
| **Validity Period** | **90 days from the closing date** |
| **Expected delivery date** | **TBC with the successful service provider** |
| **Returnable Requirements:** | 1. SARS Tax Compliance Pin 2. B-BBEE Certificate/Sworn Affidavit by the commissioner of oath. 3. SBD 4 Forms 4. CK Documents 5. GCC |
| **Mandatory Requirements** | 1. Three (3) contactable references (on company letter head) within the past 6 years 2. Company Profile- Profile detailing VSAT experience and similar works completed. 3. Comply with all Volume 2 Mandatory Responses   **NB: Failure to submit all the above-mentioned proof/documents/response of the mandatory requirements shall lead to automatic disqualification.** |
| **Quotations can be e-mailed/hand delivered to** | [CharlesS@atns.co.za](mailto:CharlesS@atns.co.za) **OR** Eastgate Office park, Block C, South Boulevard Road, Bruma |
| **Enquiries** | **Procurement Officer:** [**CharlesS@atns.co.za**](mailto:CharlesS@atns.co.za)**, Tel: 011 607 1282** |
| **The ATNS requests your quotation on the goods and/or services listed hereunder and/or on the available RFQ forms. Please furnish all information as requested and return your quotation on the date stipulated. Late and incomplete / missing documentations will invalidate the quotation submitted. Suppliers which are not registered on the government central supplier database will not be considered. ATNS is not obliged to accept the lowest or any submission received. ATNS reserves the rights to accept the whole or any portion of a quotation.**  **This RFQ will be evaluated on the basis of the 80:20-point system as stipulated in the Preferential Procurement Policy Framework Act (Act number 5 of 2000) & the ATNS’ Procurement Policies and Procedures.** | |

# INTRODUCTION

ATNS strives for safer airspace by providing orderly, expeditious and efficient management of Air Traffic Management Services. The company operates at 21 aerodromes within South Africa, including OR Tambo, Cape Town and King Shaka International Airports. In order to provide safe air traffic control services ATNS has Communications, Navigation and Surveillance equipment in various sites across South Africa to provide services to airlines. The sites are maintained by ATNS’s own Technicians from all regulated airport while the replacement/installation projects of CNS equipment are planned and managed by engineers at the Head Office in Bruma.

Operating in the Southern Region of Africa, ATNS manages ten percent of the world’s airspace and provides services in the African Continent such as Aeronautical Information Services, Satellite Communication for Aviation via VSAT Networks, Surveying and Airspace and Flight Procedure Design. These services extend from Cape to Cairo interconnecting more than 33 states in Africa and Middle East

# SCOPE OF WORK

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Installation, testing and commission of SADC/2 and Luanda local VSAT terminals.

NB: Kindly refer to Volume 2 and Volume 3 of this request for quotation for detailed scope of works.

# Pricing

# The Pricing will be as per attached Annexure “B” (Pricing Schedule)

* Provide quoted prices which is inclusive of all items (preparation, material, labour and transport costs).
* Provide quoted price which Include VAT and be valid for 60 days from closing date of the quotation.

# EVALUATION CRITERIA AND METHODOLOGY

# The evaluation of responsive quotations shall be conducted by the ATNS SCM and Engineering Projects following a four-stage process as follows:

# First stage-bids will be evaluated first for Pre-Qualification Criteria. Only bids that meet Pre-Qualification Criteria requirements will be considered for further evaluation:

### **Stage 1: PRE-QUALIFICATION CRITERIA**

### **B-BBEE compliant suppliers with a level 1 to level 4.**

### Suppliers not meeting the requirements of the Preferential Procurement requirements (PP) are required to clearly identify any possible teaming arrangement which could be established with South African EME/QSE BBBEE compliant enterprises and which could result in significant Transfer of Technology and Skills development. Any workable plan to train and promote black businesses or individuals through meaningful participation in this project will be considered favourably by the Company during the Bid evaluation process.

### Partnership must be in the form of Joint Ventures/Consortium/Partners Agreement between compliant B-BBEE and non-B-BBEE Organisation/or foreign supplier in order to meet the policy requirements. Failure to submit agreement will result in a disqualification.

# Second stage-Mandatory Requirements Evaluation, Bids will be evaluated in terms of the set mandatory required. Bidders must comply and submit all the mandatory requirements. Failure to submit all the mandatory requirements will result to automatic disqualification:

## Stage 2 MANDATORY REQUIREMENTS- failure to meet all the mandatory requirements shall lead to automatic disqualification:

|  |  |  |
| --- | --- | --- |
| **Criteria** | **Comply** | **Do not Comply** |
| Three (3) contactable references (on company letter head) within the past 6 years **(Mandatory)** |  |  |
| Company Profile- Profile detailing VSAT experience and/or similar works completed. |  |  |
| Response to ALL Volume 2 Mandatory Responses |  |  |

# Third stage-bids will be evaluated for functionality of which (100 points) shall be awarded for functionality. Bids will be considered further if it achieves the minimum prescribed qualifying score for functionality. Bids that failed to achieve the minimum qualifying score of 80% for functionality will be disqualified for further evaluation.

During this stage Bid response documentation will be evaluated against compliance to the Technical Specifications. The Functionality Evaluation is sub-divided into the following steps:

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| --- | --- |
| **SECTION.** | **WEIGHT** |
| Demonstrated ability and capability in undertaking similar projects | 30% |
| Demonstrated experience in undertaking similar projects | 30% |
| Work Breakdown Structure | 10% |
| Installation Transitioning & Commissioning | 10% |
| Test and Evaluation Plans | 10% |
| Quality and Risk Management Plans | 10% |
| **Total** | **100%** |
| **Overall Threshold** | **80%** |

# Fourth stage- Price/B-BBEE Evaluation, Bids will be evaluated in terms of the 80/20 preference point system, where a maximum of 80 points are allocated for price and a maximum of 20 points are allocated in respect of the level of B-BBEE contribution of the Tenderer.

# Points are allocated in terms of the BBBEE Codes of Good Practice guideline as indicated in the table below. Bidders must submit valid BBBEE Certificates which will be verified.

# Quotations will be evaluated in terms of Preferential Procurement Policy Framework Act using the 80:20 points system. 80 points will be awarded for price and 20 points for BEE points claimed.

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| --- | --- |
| **Points for price** | **80** |
| **Points for B-BBEE (Max of 20):** |  |
| **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 |

# SUBMISSION INSTRUCTIONS:

Potential service providers are requested to provide a quotation that addresses all the items listed in the request for quotation. (Failing to comply with the instruction will lead to bids being disqualified)

Each quotation should also include the following information:

1.1.1.1. The expiration date for the Quotation.

1.1.1.2. Details of the contact person dealing with the quotation.

Should it be necessary for a supplier to obtain clarity on any matter arising from or referred to in this RFQ document, please refer your enquiries, in writing, to the contact person(s) listed below. ATNS reserves the right to place responses to such queries on the website.

# SUBMISSION OF QUOTATION-QUOTATIONS CAN BE E-MAILED OR HAND DELIVERED TO:

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| --- | --- |
| **Procurement Officer:** | Charles Sekgobela |
| **Closing date** | 04th November 2022 @ 12h00 |
| **DELIVERY E-mail:** | [CharlesS@atns.co.za](mailto:CharlesS@atns.co.za) |
| **DELIVERY ADDRESS:** | Eastgate Office park, Block C, South Boulevard Road, Bruma |