



communications  
& digital technologies

Department:  
Communications & Digital Technologies  
**REPUBLIC OF SOUTH AFRICA**

**Request for Proposal for Appointment of service provider that will assist to restructure, reposition, and repurpose the South African Post Office (SAPO)**

The following queries were received on or before the closing date 22 June 2021.

SENDER	QUERY	RESPONSE
<b>Price Water Coopers</b>	You reference under point 6 the final deliverable to be the report regarding the findings and recommendations, however in section 5.2.2 you reference the development of marketing strategy. The same for 5.2.4, you ask in the RFP define the possible new business, funding/financial, and operating model, which is fit for purpose (including proposals for consolidation and disposal of non-core activities). Can you clarify if we should take point 6 as the deliverable?	<ul style="list-style-type: none"><li>• Section 5 starting from 5.2.1 to 5.2.11 comprise of all the areas to be investigated, inclusive of the section you made reference to in your query above.</li><li>• The actual deliverable as is articulated under section 6. The expectation is the comprehensive report will include all the recommendations and proposals under each of the categories listed in section 5.</li><li>• Indeed consider point 6 as the deliverable.</li></ul>
<b>Price Water Coopers</b>	You make reference to the following - 5.2.9. Assess technology gaps and roadmap. 5.2.10. Review property portfolio optimisation strategy. 5.2.11. Review human resource optimisation strategy. . Kindly confirm that these documents are available for review as part of the project?	<ul style="list-style-type: none"><li>• As indicated above regarding 5.2.9 an assessment will have to be conducted to identify any gaps and provide recommendations in accordance with the WHAT the investigations would have uncovered.</li><li>• Regarding 5.2.10 and 5.2.11, those are the documents that any successful bidder</li></ul>

		(service provider) will have access to, like previous Turnaround Strategies and Corporate Plans (APPs) for SAPO.
<b>Price Water Coopers</b>	Given the strategic intent of the Minister and the complexity of this RFP, we would inquire if an extension can be granted?	<ul style="list-style-type: none"> <li>Given the lateness and the closeness to the closing date, with which such a request is made and the internal processes to be followed in acceding to your request, the process might not be completed as that will have to follow the same process similar to the original RFB, it was advised granting such a request might be deemed non-compliance.</li> <li>Whilst sensitive to your request we are mindful that the tender ought to follow be the procurement processes including passing the fairness and transparent criteria.</li> </ul>
<b>Price Water Coopers</b>	We noted that the response should be hand delivered. With Covid and the 3rd wave, we would like to enquire if we are able to email our response, instead of hand delivery?	On the consideration for electronic submission, I was advised that the bids document stated that the bid must be hand delivered and this is according to regulation, therefore your request unfortunately could not be accommodated.
<b>Accenture</b>	We went through the RFB in detail and acknowledged the scope and the complexity of the scope as cautioned and mentioned. We	Given the lateness with which such a request is sought and the internal processes to be followed in acceding to your

	<p>furthermore acknowledge the evaluation criteria outlined by the department on section 10.1, where as a bidder we are required to provide proof of appointment letters, signed off reference letters of services provided, indicating the duration of the contract including the start and end dates , the scope of the project and contactable references.</p> <p>In order for us to respond in line with the requirements, we humbly request the department to provide us with the extension of the submission date based on the complexity of the requirements and the lengthy time frame it takes to obtain the signed letter's from our clients with the details required for the bid.</p>	<p>request, the process might not be completed as that will have to follow the same process similar to the original RFB, it was advised granting such a request might be deemed non-compliance.</p> <p>Whilst sensitive to your request we are mindful that the tender ought to follow be the procurement processes including passing the fairness and transparent criteria</p>
<b>Deloitte</b>	<p>We hereby request an extension to the abovementioned bid closing on 25 June 2021. This will allow us to put together a responsive and compliant bid that will address all your requirements. The current timelines are too short to achieve the desired outcome, which would be in the best interest of your organisation.</p> <p>We hope this request will meet your favourable response.</p>	<p>Regarding the extension request, after consulting the internally it was decided that it would not be prudent to grant such an extension noting the reasons below:</p> <ul style="list-style-type: none"> <li>• Given the lateness and the closeness to the closing date with which such a request is made and the internal processes to be followed in acceding to your request. The process might not be completed</li> </ul>

		<p>as that will have to follow the same process similar to the original RFB, it was advised granting such a request might be deemed non-compliance.</p> <ul style="list-style-type: none"> <li>• Whilst sensitive to your request we are mindful that the tender ought to follow be the procurement processes including passing the fairness and transparent criteria.</li> </ul>
<b>Gestaldt Consulting Group</b>	<a href="#">How will they communicate? In other words, how will we know if the briefing will be electronic if all details are not in the RFQ?</a>	<p><a href="#">I went to peruse the RFQ and I want to bring to your attention the following below;</a></p> <ul style="list-style-type: none"> <li>- <a href="#">Briefing session : No Compulsory Briefing session. Enquiries will be responded via email dcdttenders@dtps.gov.za . Closing date for enquiries is 22 June 2021</a></li> <li>- <a href="#">Unless I am not understanding your request in accordance with what has been published.</a></li> </ul>
	<p>The “No Compulsory Briefing Session” doesn’t really mean that there won’t be a briefing session in our understanding. Hence the enquiry and intention to attend if there is one.</p>	<p>Please follow the directive issued and direct any queries you might have to the contacts provided.</p> <p><a href="#">Should there be a change you will be informed accordingly.</a></p>

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