

BOTSWANA SAVINGS BANK



DEPARTMENT OF ICT & MIS

THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO
BOTSWANA SAVINGS BANK

REFERENCE NO: BSB/POU/ICT&MIS/010:2023

Date: July 2023

NAME AND ADDRESS DETAILS OF PROCURING DEPARTMENT AND ITS AGENT PREPARING THE DOCUMENTS	
PROCURING DEPARTMENT	AGENT
ICT & MIS Botswana Savings Bank P O Box 1150 Gaborone Tel: (267) 3912555 Fax: (267) 395 2608 E mail:	Procurement Unit Botswana Savings Bank P O Box 1150 Gaborone Tel: (267) 367 0000 Fax: (267) 395 2608 E mail: procurementunit@bsb.bw

Botswana Savings Bank

TENDER

THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO
BOTSWANA SAVINGS BANK

TENDER

TENDERING PROCEDURES

- T1.1 Tender Notice and Invitation to Tender
- T1.2 Tender Data
- T1.3 Standardised Conditions of Tender

Botswana Savings Bank	TENDER NO: BSB/POU/ICT&MIS/010:2023 TENDERING PROCEDURES	TENDER NOTICE AND INVITATION TO TENDER
TENDER REF NO: BSB/POU/ICT&MIS/010:2023		
TENDER TITLE: THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO BOTSWANA SAVINGS BANK		
Sealed Tender offers are invited from Local 100% citizen owned companies to provide an SD WAN solution to Botswana Savings Bank.		
The procuring entity is Botswana Savings Bank ICT & MIS Department, Gaborone.		
Bidding method: Open Domestic Bidding		
Bidders who are to be considered for award of the contract should be appropriately licensed to trade and or supply the services tendered for, and in possession of requisite documentation to trade and or supply such services according to the laws of Botswana and must be 100% citizen owned entities.		
Bidding companies should be in possession of Code 203 : ICT Electronics and ICT Supplies, Sub-Code 01 : Electronic Equipment, spares, and accessories (includes ICT, photographic equipment, and others). The codes are to be verified online.		
All applicable citizen economic empowerment schemes such as Local Procurement Scheme (LPS), Citizen Economic Empowerment Programme (CEEP) and Economic Diversification Drive (EDD) shall be considered for evaluation and awarding purposes.		
This tender is reserved for Citizen Contractors in line with Section 76 of the Public Procurement Act (<i>or otherwise as approved by the Minister.</i>)		
Tenderers to purchase all their products from 100% Citizen locally based manufacturers and service providers, provided that the goods and services are locally available, competitively priced and meet tender specifications in terms of quality standard as certified or recognized by Botswana Bureau of Standards (BOBS) or other recognized certifying bodies.		
<p>The physical address for collection of tender documents is:</p> <p>Procurement Department Botswana Savings Bank Headquarters Plot 53796, Kagiso Mall, Tshomarelo House, Floor Number 4 Gaborone</p> <p>Documents shall be accessed from the below link:</p> <p>www.bsb.bw/news&resources/downloads.php</p> <p>with effect from 14th July 2023. Tender documents shall be available both in soft copies and hard copies. Bidders interested in receiving soft copies shall share email addresses and proof of payment upon payment of the tender fee to procurementunit@bsb.bw</p> <p>A non-refundable fee of P 400.00 shall be paid by interested bidders before collection of tender documents. Payment shall be made at any of the following Botswana Savings Bank branches and or ATMs: BSB Headquarters, Rail Park, Palapye, Mahalapye, Molepolole, Serowe, Hukuntsi, F/town and Maun; Old Naledi and Kanye ATMs, at the following Account details:</p> <p>1) Acc Name: Other Income Acc No: 1415-1-03-35-24-00-0000 Reference no: Bidder's Company Name</p>		

A Two-Envelope procedure will be followed.

This is where the technical proposal is prepared separately from the Financial Proposal. No financial information should be contained in the technical proposal or the technical proposal envelope. The Technical proposal should be marked with the word, "TECHNICAL" and the financial proposal marked with the word, "FINANCIAL" Original documents should be marked with the word "ORIGINAL" and all copies marked with the word "COPY". The original technical proposal and all its copies should be placed in one envelope. The original financial proposal and all its copies is also placed in another separate envelope. The two envelopes are then sealed and placed in a bigger outer envelope also sealed. The tender Number, tender title and Name of bidder should appear on the proposals and the envelopes.

Parts of each tender offer communicated on paper shall be submitted as **one (1) original** marked original, plus **three (3) copies**.

Queries relating to the issue of these documents may be addressed to procurementunit@bsb.bw at Tel +267 3670162/3/0148 Fax No +267 395 2608 at least (7) days before tender closing date; Copied to jpetso@bsb.bw, drobert@bsb.bw and bratsatsi@bsb.bw. No queries shall be allowed thereafter.

The tender Evaluation will follow Quality and Cost Based method or any other method authorized by the Accounting Officer.

The closing time for receipt of tender documents is **1000hrs on 28th July 2023**.

Tender offers received after closing date, telegraphic, faxed or emailed submissions will not be accepted. Late tenders will be rejected and returned unopened to bidders. Names and addresses of bidders should be reflected on the envelopes.

The physical address for tender submission is:

Botswana Savings Bank (BSB) Plot 53796, Tshomarelo House 4th Floor Tender Box, Kagiso Mall, P O Box 1150, Gaborone Botswana.

Tender opening shall be available both online and physical. A link shall be provided 2 days later from the bid closing date on the BSB website.

Tender documents not correctly packaged and labelled as indicated above will not be accepted.

The Public Procurement Regulatory Authority Standardised Conditions of Tender shall apply to this procurement, for which all the applicable Tender Data is contained in the tender documents.

Notwithstanding anything in the foregoing, Botswana Savings Bank is not bound to accept the lowest or any tender offer, nor incur expenses in the preparation thereof.

Johnson M.
Head, Procurement Oversight Unit (Ag)
Botswana Savings Bank

THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO BOTSWANA SAVINGS BANK

1.1 The **conditions of tender** are the Standardised Conditions of Tender for Works as published by the Public Procurement Regulatory Authority.

The Standardised Conditions of Tender make several references to the Tender Data for details that apply specifically to this tender. The Tender Data shall have precedence in the interpretation of any ambiguity or inconsistency between it and the Standardised Conditions of Tender.

Each item of data given below is cross-referenced to the clause in the Standardised Conditions of Tender to which it mainly applies. There are many other clauses in which the data is required.

1.2 The Procuring entity is **Botswana Savings Bank**

1.3 The tender documents issued by Botswana Savings Bank comprise:

TENDER SECTION

Tendering Procedures

SECTION 1: TENDER SECTION

T1.1 Tender Notice & Invitation to Tender

T1.2 Tender Data

T2.1 List of returnable documents

T2.2 Tender Schedules

CONTRACT SECTION

SECTION 2: PART 1-AGREEMENTS & CONTRACT DATA

C1 Part 1 Agreements & Contract Data

C1.1 Form of Offer & Acceptance

T2.2 Authority of signatory

C1.2 Contract Data

SECTION 3: PART 2-PRICING DATA

C2.1 Pricing Instructions

C2.2 (a) Terms of reference

SECTION 4: PART 3-SCOPE OF WORK

C3 Scope of Work: Services contract

1.4 The Procuring Entity's agent is:

Procurement Unit

	<p>Botswana Savings Bank Headquarters P.O.Box 1150 Gaborone Botswana</p>
2.1	<p>ELIGIBILITY</p> <p>The eligibility criteria for tenderers are:</p> <ul style="list-style-type: none"> • 100% Citizen owned entities • Proof of purchase of tender document <p>Stage 1: Compliance</p> <ol style="list-style-type: none"> a. Submission of one (1) original and two (3) copies of all documentation submitted for bidding (compliance is checked during opening) b. Fully Completed Certificate of Authority of Signatory. c. Fully Completed and Signed Form of Offer and Acceptance. d. Submission of a copy of a valid Tax Clearance Certificate. The certificate will be verified online. e. Fully completed list of Directors and Shareholder's information. f. Submission of a copy of PPRA Registration, Code: 203: (ICT Electronic and ICT Supplies, Sub code(s): 01 – (Electronic Equipment, spares, and accessories (includes ICT, photographic equipment, and others)), to be verified online. g. Completed Declaration Form for Tender Purposes <p>Bidders who fail to submit the above documents <i>(put the ones listed in Circulars 1 & 5 of 2016)</i> will be requested during the evaluation to submit them within 2-5 days of notification.</p> <p>Bidders will be notified through a telephone call, SMS, or email as an alert. The alert will be followed by fax or letter. Non responsiveness by the bidder shall result in disqualification of bid.</p> <p>NB: All Bidders shall submit the Fully Completed and Signed Form of Offer and Acceptance (C1.1) in the first instance without fail. Otherwise, the bid shall be disqualified.</p>
2.2	<p>Parts of each tender offer communicated on paper shall be submitted as one (1) original, plus three (3) copies. All documents must comply to a two-envelope system.</p>
2.3	<p>The Procuring Entity's address for delivery of tender offers and identification details to be shown on each tender offer package are:</p> <p>Sealed envelopes marked: THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO BOTSWANA SAVINGS BANK</p> <p>Location of tender box is:</p> <p>Botswana Savings Bank Headquarters, Tshomarelo House, Floor 4 Plot 5379, Kagiso Mall Gaborone</p>

	<p>Identification details:</p> <p>"THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO BOTSWANA SAVINGS BANK"</p> <p>Tenders will be opened on the same day in the presence of bidders wishing to attend.</p>
2.4	<p>The closing time for submission of tender offers is 1000 hrs on 28th July 2023.</p> <p>The physical address for tender submission is: Botswana Savings Bank (BSB) Plot 53796, Tshomarelo House 4th Floor Tender Box, Kagiso Mall, P Box 1150, Gaborone Botswana.</p>
2.5	<p>Telephonic, telegraphic, telex, facsimile or emailed tender offers will not be accepted. Any bid submitted after the closing time shall be declared late, rejected and returned unopened to the bidder.</p>
2.6	<p>The tender validity period is four months (120 days) after tender closing date. A bid valid for a shorter period shall be rejected by the Procuring Department as non-responsive.</p> <p>Prior to expiration of the validity period, the procuring department may request bidders to consider extending the validity period stated in the tender data, in writing, for an agreed additional period.</p>
2.7	<p>The time and location for opening of the tender offers is 1015hrs on 28th July 2023. Opening shall also be available through Microsoft teams. A link shall be provided.</p> <p>Location: Botswana Savings Bank (BSB) Plot 53796, Tshomarelo House 4th floor Boardroom, Kagiso Mall, P O Box 1150, Gaborone Botswana.</p>
3.0	<p>FORMAT OF RESPONSE</p> <p>All bidders shall prepare their tender submissions in a manner and format described below.</p> <ol style="list-style-type: none"> 1. The first document should be a cover letter stating the following: delivery terms, expiry/warranty, price validity, currency used, postal address, physical address and telephone numbers. Any other related information should be provided. <p>The completed document should be submitted in one (1) Original (Marked original) and three (3) copies to the Botswana Savings Bank (BSB) Plot 53796, Tshomarelo House, Kagiso Mall, P Box 1150, Gaborone, Botswana</p> <p>All bids must be securely bound. The procuring entity will not be held liable for misplaced pages due to insecure binding of bids.</p>
4.0	<p>EVALUATION PROCESS</p>
4.1	<p>STAGE 2: <u>Technical Evaluation</u></p> <p>A technical evaluation of the bidders will be carried out to determine the technical compliance with the specifications or the scope of supplies in the bid document, and any</p>

bidder who does not comply with the specifications will be disqualified. Only bids that have passed in stage 1 shall undergo technical evaluation.

ATTRIBUTE	POSSIBLE MARKS	CRITERIA
Qualification of Key Personnel- Project Leader x1	15	<ul style="list-style-type: none"> • 15 marks: Bachelor's Degree or higher with professional project management certifications such as Prince 2, Agile • 10 marks: Diploma with professional project management certifications such as Prince 2, Agile etc. • 5 marks: Below Diploma with professional project management certifications such as Prince 2, Agile etc
Project team network engineers' (x3) professional qualifications (<i>attach certified Copies of Certificates.</i>)	10	<p>Minimum of the following;</p> <ul style="list-style-type: none"> • 10 marks: Degree or above with professional Cisco certifications such as CCIE/CCNP or NSE7/NSE4/ and CISM/CISSP or equivalent. • 5 marks: Diploma with professional Cisco certifications such as CCNP/NSE4 or equivalent • 2 marks: Below Diploma <p><i>Qualifications must be traceable and obtained from reputable institutions.</i></p>
Professional Certification of Project Technicians relevant to the assignment (x 3)	15	<ul style="list-style-type: none"> • 5 marks for each • Kindly provide consent letters
Experience of Key Personnel in the company (x 3)	10	<ul style="list-style-type: none"> • 10 marks: More than 10 years per personnel • 7 marks: More than 5 years but less than 10 years per personnel. • 5 marks: Less than 5 years per personnel
Clearly articulated methodology to the proposed solution	25	<ul style="list-style-type: none"> • Understanding of the infrastructure environment and the overall objective of the assignment. • Detailed description of the implementation approach to be used for development of the new equipment in both the primary and secondary sites. • Detailed description of methodology to be adopted. • Proposed development plan • Organogram of the team delivering the assignment (organization structure). • Proposed duration for supply, setup, installation and configuration.

Manufacturer Authorisation	5	<ul style="list-style-type: none"> • 5 marks: Valid manufacturer's authorization. • 0 marks: Invalid manufacturer's authorization.
Solution's data sheet	5	<ul style="list-style-type: none"> • 5 marks: Data sheet complies with set tender scope. • 0 marks: Data sheet does not comply with tender scope
Value Add to the Solution	10	Demonstrate value add. <ul style="list-style-type: none"> • 10 marks: 3 or more value add initiatives • 6 marks: 2 value add initiatives • 3 marks: 1 value add initiative
Citizen participation (Key Personnel)	5	<i>Consent letters attached should be attached for each personnel</i> <ul style="list-style-type: none"> • 5 marks: 100% Citizen participation • 3 marks: 50% Citizen participation • 0 marks: 0% Citizen participation
Total Marks	100	
Pass Mark	80%	

The matrix below will be used for evaluation of the following;

NB: EDD and LPS preference margins shall be applied to this Tender for purposes of evaluation. For a bidder to be considered, they should attach the **EDD** certificate/**LPS** correspondence from the relevant Ministry.

All the bidders who score 80 points (80%) or more will proceed to the final stage (commercial) of evaluation.

4.2 STAGE THREE (3): FINANCIAL EVALUATION (Quality & Cost-QCBS)

Cost evaluation shall be conducted by reviewing the following:

SI	Financial Bid Rating
1	Total cost of ownership based on the 4 cost components: <ol style="list-style-type: none"> 1. Cost of purchase 2. Cost of technical services for setup, installation, configuration, and testing 3. Cost of training and commissioning 4. Cost of ongoing support and maintenance

Basis of award

The most compliant bidder who achieves the highest score will be recommended for award. The contract may not necessarily be awarded to the lowest priced bid. To be determined by complete compliance of the bidder to specifications of the listed attributes items.

	<p>PRICE EVALUATION</p> <p>Suppose three bidders X, Y and Z responded and their prices are given as follows:</p> <p style="margin-left: 40px;">X = P125,000 Y = P150,000 Z = P300,000</p> <p>The lowest bid is given the total score for Price, and other bidders given pro-rata percentages based on the lowest price scores.</p> <p style="margin-left: 40px;">X = 20 % which is the Maximum score as per the Chart at appendix B.</p> <p>Financial Score for</p> <p style="margin-left: 40px;">Y = (Price of X/ Price of Y) x 20 = (125000/150000) x 20 = 16.66</p> <p style="margin-left: 40px;">Z = (Price of X/ Price of Z) x 20 = (125000/300000) x 20 = 8.33</p> <p>Suppliers who passed technical will have their prices evaluated as per criteria above and compared against the budget. Prices will be compared according to the ranking of the percentage scores in descending order against the budget. The supplier with the highest combined financial and technical score and whose price is within budget will be considered for award.</p> <p>The bidder who scores highest in Botswana Government's key policies of (amongst others) LPS, CEE, EDD will have an added advantage.</p> <p>This tender shall be awarded in full. If more than one bidder has quoted identical lowest price the tender will be split equally to tenderers that quoted the lowest identical price or an appropriate determination shall be made.</p>
5.0	<p>TENDER ACCEPTANCE</p> <p>Notwithstanding anything contained in any of these tender documents, Botswana Savings Bank is not bound to accept the lowest or any tender nor incur any expenses in the preparation thereof.</p>
6.0	<p>CONTRACT</p> <p>After notification of award, the procuring department will issue formal contract documents to the successful bidder for execution.</p> <p>The successful bidder must within seven (7) days of receipt of the draft contract, comment or make suggestions for amendments, sign and return the documents to the procuring entity.</p>

7.0	The number of paper copies of the signed contract to be provided by the Procuring Entity is 3
8.0	Bidders are required to indicate information in their bids which they consider confidential and whose disclosure shall be prejudicial to their interest. Failure to identify the information referred to will render such information subject to declassification after two years following the award of tender. NOTE: This is not a disqualifying factor and shall not be used for evaluation.

PUBLIC PROCUREMENT AUTHORITY	REGULATORY	T1.2 STANDARDIZED CONDITIONS OF TENDER FOR SUPPLIES
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Contents:

- 1 General
- 2 Tenderer's obligations
- 3 The Procuring Entity's undertakings

1 General

Actions

1.1 The Procuring Entity identified in the **Tender Data** and each tenderer submitting a tender offer shall comply with these Conditions of Tender and any applicable laws and regulations. The Procurement Requirements, Procurement Method, Bid Submission Method and Evaluation Method are identified in the **Tender Data**. The Procuring Entity shall, in addition, act in a manner that is fair, equitable and transparent.

Interpretation and definitions

1.2 References to the Tender Data highlighted in **bold** vary for each tender and are identified in the Tender Data. The Tender Data and additional requirements contained in the Tender Schedules that are included in the Returnable Documents are deemed to be part of these Conditions of Tender.

1.3 These Conditions of Tender, the Tender Data and Tender Schedules that are only required for tender evaluation purposes, will not become part of the contract arising from the invitation to tender.

1.4 Comparative Offer means the tenderer's financial offer after all evaluation parameters have been taken into consideration including verifying arithmetic errors and conversion into a common currency.

Tender documents

1.5 Unless identified otherwise in the **Tender Data**, the documents issued by the Procuring Entity for the purpose of a tender offer are listed below.

These Conditions of Tender, the Tender Data and Tender Schedules consist of one volume. Tenderers' submissions shall make reference to the appropriate volume number corresponding to each document and/or form requested to be submitted.

A) TENDER SECTION

Part A-1 Tendering Procedures

- Tender Notice & Invitation to Tender
- Standardized Conditions of Tender
- Tender Data
- List of Returnable Documents
- Tender Schedules

B) CONTRACT SECTION

Part B-1 Agreements & Contract Data

- Form of Offer & Acceptance

- General Conditions of Contract, except when a Purpose Written Contract is issued
- Contract Data, except when a Purpose Written Contract is issued
- Purpose Written Contract, if a standard contract is not issued

Part B-2 Pricing Data

- Pricing Instructions
- Price Schedules

Part B-3 Scope of Supplies

- Specifications

Communication & Procuring Entity's agent

1.6 Each communication between the Procuring Entity and a tenderer shall be in writing in English to or from the Procuring Entity's agent only. The Procuring Entity will not take any responsibility for non-receipt of communications from or by a tenderer. The name and contact details of the Procuring Entity's agent are stated in the **Tender Data**.

The Procuring Entity's rights to accept or reject any tender offer

1.7 The Procuring Entity may accept or reject any variation, deviation, tender offer, or alternative tender offer, and may cancel the tender process and reject all tender offers at any time prior to the formation of a contract. The Procuring Entity will not accept or incur any liability to a tenderer for such cancellation and rejection, but will give reasons for the action.

1.8 After the cancellation of a tender process or the rejection of all tender offers the Procuring Entity may abandon the proposed procurement and have it performed in another manner.

2 Tenderer's obligations

The tenderer shall comply with the following obligations:

Eligibility

2.1 Submit a tender offer only if the tenderer complies with the eligibility criteria stated in the **Tender Data** and the tenderer is not under any restriction to do business with the Government of Botswana.

Cost of tendering

2.2 Accept that the Procuring Entity will not compensate the tenderer for any costs incurred in the preparation and submission of a tender offer.

Check documents

2.3 Check the tender documents on receipt, including pages within them, and notify the Procuring Entity of any discrepancy or omission.

Confidentiality & Copyright of documents

2.4 Treat as confidential all matters arising in connection with the tender. Use and copy the documents issued by the Procuring Entity only for the purpose of preparing and submitting a tender offer in response to the invitation.

Standardised specifications and other publications

2.5 Obtain, as necessary for submitting a tender offer, copies of the latest versions of standardised specifications, conditions of contract and other publications, which are not attached but which are incorporated into the tender documents by reference.

Acknowledge addenda

2.6 Acknowledge receipt of addenda to the tender documents, which the Procuring Entity may issue, and if necessary apply for an extension to the closing time stated in *clause 2.26 of the Tender Data*, in order to take the addenda into account.

Site visit and / or clarification meeting

2.7 Attend a site visit and / or clarification meeting at which tenderers may familiarize themselves with the supplies (and location etc.) and raise questions. Details of the meeting(s) are stated in the **Tender Data**.

Seek clarification

2.8 Request clarification of the tender documents, if necessary, by notifying the Procuring Entity by at least the number of working days stated in the **Tender Data** before the closing date and time stated in *clause 2.26 of the Tender Data*.

Insurance

2.9 Be aware that the extent of insurance to be provided by the Procuring Entity (if any) may not be for the full cover required in terms of the Contract. The tenderer is advised to seek qualified advice regarding insurance.

Pricing the tender offer

2.10 Include in the rates, prices, and the tendered total of the prices (if any) all duties, taxes (except VAT), and other levies payable by the successful tenderer, such duties, taxes and levies being those applicable 14 days prior to the closing time stated in *clause 2.26 of the Tender Data*.

2.11 Show Value Added Tax (VAT) payable by the Procuring Entity separately as an addition to the tendered total of the prices.

2.12 Provide rates and prices that are fixed for the duration of the Contract and not subject to adjustment except as provided for in the Contract.

2.13 State the rates and prices in local currency unless instructed otherwise in the **Tender Data**. The conditions of contract may provide for part payment in other currencies.

Alterations to documents

2.14 Not make any alterations or additions to the tender documents, except to comply with instructions issued by the Procuring Entity, or necessary to correct errors made by the tenderer. All signatories to the tender offer shall initial all such alterations. Erasures and the use of masking fluid are prohibited.

Alternative tender offers

2.15 If identified in the **Tender Data**, may submit alternative tender offers only if a main tender offer, strictly in accordance with all the requirements of the tender documents, is also submitted. The alternative tender offer is to be submitted with the main tender offer together with a schedule that compares the requirements of the tender documents with the alternative requirements the tenderer proposes.

2.16 Accept that an alternative tender offer may be based only on the criteria stated in the **Tender Data**.

Submitting a tender offer

2.17 Submit a tender offer for providing the whole of the supplies identified in the Contract, unless stated otherwise in the **Tender Data**.

2.18 Return all Returnable Documents to the Procuring Entity after completing them in their entirety, either electronically (if they were issued in electronic format) or by writing in black ink.

Information & data to be completed in all respects

2.19 Accept that tender offers, which do not provide all the data or information requested completely and in the form required, may be regarded by the Procuring Entity as non-responsive.

2.20 Submit the parts of the tender offer communicated on paper as an original plus the number of copies stated in the **Tender Data**, with an English translation of any documentation in a language other than English, and the parts communicated electronically in the same format as they were issued by the Procuring Entity.

2.21 Sign the original and all copies of the tender offer where indicated. The Procuring Entity will hold all authorised signatories liable on behalf of the tenderer. Signatories for tenderers proposing to contract as Joint Ventures shall state which of them is the lead partner whom the Procuring Entity shall hold liable for the purpose of the tender offer.

2.22 Seal the original and each copy of the tender offer as separate packages marking the packages as "ORIGINAL" and "COPY". Each package shall state on the outside the Procuring Entity's address and identification details stated in the **Tender Data**, as well as the tenderer's name and contact address on the reverse side of the envelope.

2.23 Unless otherwise stated in *clause 1.1 of the Tender Data*, the One Envelope Submission Method shall apply. Each tender offer shall contain the tenderers financial and technical offer submitted together in once sealed envelope and suitably marked in accordance with *clause 2.22 of the Conditions of Tender*. The documents shall be securely bound.

2.24 Seal the original tender offer and copy packages together in an outer package that states on the outside the Procuring Entity's address and identification details as stated in *clause 2.22 of the Tender Data*.

2.25 Accept that the Procuring Entity will not assume any responsibility for the misplacement or premature opening of the tender offer if the documents are not securely bound, outer package is not securely sealed and marked as stated.

Closing date and time

2.26 Ensure that the Procuring Entity receives the tender offer at the address specified in the *clause 2.22 of the Tender Data* not later than the closing date and time stated in the **Tender Data**. Proof of posting will not be accepted as proof of delivery. The Procuring Entity will **not** accept tender offers submitted by telephone, facsimile or E mail, unless stated otherwise in the **Tender Data**.

2.27 Accept that, if the Procuring Entity extends the closing date and time stated in *clause 2.26 of the Tender Data* for any reason, the requirements of these Conditions of Tender apply equally to the extended deadline.

Tender offer validity

2.28 Hold the tender offer(s) valid for acceptance by the Procuring Entity at any time during the validity period stated in the **Tender Data** after the closing date and time stated in *clause 2.26 of the Tender Data*.

2.29 If requested by the Procuring Entity, consider extending the validity period stated in *clause 2.28 of the Tender Data* for an agreed additional period. A Tenderer agreeing to the request will not be required or permitted to modify a tender.

Clarification of tender offer after submission

2.30 Provide clarification of a tender offer in response to a request to do so from the Procuring Entity during the evaluation of tender offers. This may include providing a breakdown of rates or prices and correction of arithmetical errors. No change in the substance of the tender offer is sought, offered, or permitted except as required by the Procuring Entity to confirm the correction of arithmetical errors discovered during the evaluation of tenders in accordance with *clause 3.15 of the Conditions of Tender*. The total of the prices stated by the tenderer as corrected by the Procuring Entity with the concurrence of the tenderer, shall be binding upon the tenderer.

Provide other material

2.31 Provide, on request by the Procuring Entity, any other material that has a bearing on the tender offer. Tenderer's response to such request shall be for verification purposes only and will not be considered for evaluation purposes, which is restricted to the submitted proposal. Should the tenderer not provide the material, or a satisfactory reason as to why it cannot be provided, by the date and time for submission stated in the Procuring Entity's request, the Procuring Entity may regard the tender offer as non-responsive.

Submit securities, bonds, policies etc.

2.32 If requested, submit for the Procuring Entity's acceptance before formation of the contract, all securities, bonds, guarantees, policies and certificates of insurance required in terms of the Contract.

2.33 Check the final draft of the contract provided by the Procuring Entity within the time available for the Procuring Entity to issue the contract.

3 The Procuring Entity's undertakings

The Procuring Entity undertakes to:

Respond to clarification

3.1 Respond to a request for clarification received up to the number of working days stated in *clause 2.8 of the Tender Data* prior to the tender closing date and time stated in *clause 2.26 of the Tender Data* and notify all tenderers of the responses.

Issue Addenda

3.2 If necessary, issue addenda that may amend or amplify the tender documents to each tenderer. If as a result of the addenda, a tenderer applies for an extension to the closing time stated in *clause 2.26 of the Tender Data*, the Procuring Entity may grant such extension and, will then notify it to all tenderers.

Return late tender offers

3.3 Return tender offers submitted after the closing date and time of submission as stated in *clause 2.26 of the Tender Data*. The unopened offer shall be returned to the concerned tenderer immediately or as soon as practically possible after the bid opening with the words

“Late Tender Offer” together with a certification of the date and time on which the tender offer was so received.

Tender offer opening

3.4 Open valid tender offers in the presence of tenderers’ agents and members of the public who choose to attend at the time and place stated in the **Tender Data**. Tender offers for which acceptable reasons for withdrawal have been submitted will not be opened.

3.5 Announce out loud and record minutes at the opening and the name of each tenderer whose tender offer is opened, the number of originals and copies, the total amount of each tender offer, time for completion (if any) and the presence or absence of any bid security (if required) for the main tender offer only on the PPRA Form 1.

Non-disclosure

3.6 Shall not disclose to tenderers, or to any other persons not officially concerned with the procurement process including the evaluation stage, information relating to the procurement process in general, evaluation and comparison of tender offers, the final evaluation price, the ranking of tender offers or recommendations for the award of a contract. Disclosure of information related to the procurement process and tenders can be made available in accordance with the provisions of the Public Procurement Regulatory Authority to tenderers and any interested individuals after the award recommendation of the contract to the successful tenderer has been made.

Grounds for rejection & disqualification

3.7 Determine whether there has been any effort by a tenderer to influence the processing of tender offers if it is reasonably established that the tenderer offered an inducement to or colluded with any person or other tenderer with the intent to influence the award of the contract. Upon such determination the matter shall be further referred for investigation to be carried out by the competent authority.

Clarification of Tender Offers

3.8 Obtain clarification from a tenderer on any matter that could give rise to ambiguity in a contract arising from the tender offer.

Examination and Evaluation of Tender Offers

3.9 Use the Least Cost Selection- Supplies evaluation method for examination and, if eligible, subsequent evaluation of tender offers comprising (a) Stage one- Preliminary Examination; (b) Stage Two- Technical Evaluation; and (c) Stage Three- Cost Evaluation. Thereafter to determine for each responsive tender offer it’s Comparative Offer.

Least Cost Selection- Supplies Evaluation Method

Stage One - Preliminary Examination

3.10 Conduct preliminary examination of tender offers before detailed evaluation, to determine:

- (a) Whether a tenderer is eligible, on the basis of having passed or failed the eligibility criteria for the tender identified in the *clause 2.1 of the Tender Data*. Tenderers shall prove eligibility by submitting the documentary evidence stated in clause 3.10 of the **Tender Data**; and
- (b) The completeness in accordance with the Returnable Documents Annex to the tender document of a tender and its responsiveness to the terms of the tender document.

A tenderer that fails to meet the eligibility criteria and / or whose tender is found to be incomplete and / or non-responsive to the terms of the tender document shall be eliminated from further evaluation.

Test for responsiveness

3.11 Classify a responsive tender as one that conforms to all the terms, conditions, and specifications of the tender documents identified in *clause 3.10 of the Conditions of Tender* without material deviation or qualification. A material deviation or qualification is one which, in the Procuring Entity's opinion, would:

- Detrimentially affect the scope, quality, or performance of the supplies identified in the Contract,
- Change the Procuring Entity's or the tenderer's risks and responsibilities under the Contract, or
- Affect the competitive position of other tenderers presenting responsive tenders, if it were to be rectified.

Non- responsive tender offers

3.12 Reject a non-responsive tender offer, and not allow it to be subsequently made responsive by correction or withdrawal of the non-conforming deviation or reservation.

Stage Two-Technical Evaluation

3.13 Only for tender offers that in accordance with *clause 3.10 of the Conditions of Tender* have been determined to (a) have been submitted by eligible tenderers; and (b) be complete and responsive tender offers, conduct a technical evaluation to determine technical compliance with the specifications listed in the tender document. Technically non-compliant tender offers shall be eliminated from further evaluation. The technical evaluation criteria are stated in the **Tender Data**.

Stage Three-Cost Evaluation

3.14 Only for tender offers that in accordance with *clause 3.13 of the Conditions of Tender* have been determined to be technically compliant, conduct a cost evaluation to:

- (i) Perform price comparison in accordance with the pricing sheet, if any;
- (ii) Correct arithmetical errors;
- (iii) Where applicable, convert tender offers to a common currency; and
- (iv) Adjust pricing to compensate for deviations and errors.

Correct Arithmetical errors

3.15 Check responsive tender offers for arithmetical errors, correcting them in the following manner:

- Where there is a discrepancy between the amounts in figures and in words, the amount in words shall govern.
- If a schedule of quantities or schedule of prices applies and there is an error in the line item total resulting from the product of the unit price and the quantity, the unit price shall govern and the total shall be corrected.
- Where there is an error in the total of the prices, either as a result of other corrections required by this checking process or in the tenderer's addition of prices, the total of the prices, if any, will be corrected. The corrected tender price will be communicated to the tenderer. The tenderer may not change the corrected tender price.

3.16 Reject a tender offer if the tenderer does not accept the correction of the arithmetical errors in the manner described above.

Convert tender prices to a common currency

3.17 Where applicable and for evaluation and comparison purposes only, convert tender prices in multiple currencies to Botswana Pula at the Bank of Botswana ruling exchange rate at the tender closing date and time stated in *clause 2.26 of the Tender Data*.

Adjustments to the corrected tendered price to compensate for priced deviations, errors and oversights

3.18 Make adjustments to the corrected tender price that, where applicable, has been converted into a common currency. Such adjustments are to take into account (a) minor deviations that do not materially alter or depart from the characteristics, terms, conditions and other requirements set forth in the tender documents; (b) errors or oversights that are capable of being corrected without touching on the substance of the tender offer and will not constitute a material deviation as defined by Clause 3.11. Any minor deviations shall be quantified to the extent possible and appropriately taken account of in the evaluation and comparison of tender offers.

Determination of a responsive tender offer's Comparative Offer

3.19 Taking into account *clauses 3.15, 3.16, 3.17 and 3.18 of the Conditions of Tender* for each responsive tender offer, determine its Comparative Offer.

Ranking of Comparative Offers and award recommendation where no preferences schemes are applicable

3.20 Where no preferences schemes are applicable, rank Comparative Offers from the least cost Comparative Offer to the highest cost Comparative Offer. Recommend the least cost Comparative Offer for the award of the contract, unless there are compelling and justifiable reasons not to do so.

Ranking of Comparative Offers and award recommendation where preferences schemes are applicable

3.21 For each responsive tender offer whose Comparative Offer has been determined in accordance with *clause 3.19 of the Conditions of Tender*, determine (i) its eligibility for the preference(s) claimed and establish the corresponding weight(s) for the Category of preference (W_p); (ii) the Evaluated Comparative Offer (E_{co}) and; (iii) the ranking in the manner below:

- (a) Examine the documentation supporting the preference(s) claimed, determine the responsive tender offers' eligibility for the preference(s) claimed in respect of the categories of preference(s) stated in the **Tender Data** and establish the corresponding weight(s) for the Category of preference (W_p).
- (b) For evaluation purposes only, determine the Evaluated Comparative Offer using the formula below:

$$E_{co} = P \times (1 - W_p)$$

Where:

E_{co} = Evaluated Comparative Offer

P = the Comparative offer under consideration

W_p = Weight for the Category of preference as specified in the **Tender Data**

- (c) Rank Evaluated Comparative Offers from the least cost Evaluated Comparative Offer to the highest cost Evaluated Comparative Offer. Recommend the least cost Evaluated Comparative Offer for the award of the contract at its Comparative Offer amount established in *clause 3.19 of the Conditions of Tender*, unless there are compelling and justifiable reasons not to do so.
- (d) Where two or more tender offers have the same Evaluated Comparative Offer (Eco), recommend the award of the contract to the tenderer with the highest Weight for the Category of preference (Wp)

Insurance provided by the Procuring Entity

3.22 If requested by the proposed successful tenderer, submit for the tenderer's acceptance the policies and / or certificates of insurance which the conditions of contract identified in the Contract Data, require the Procuring Entity to provide.

Acceptance of tender

3.23 Notify the successful tenderer of the Procuring Entity's acceptance of his tender offer by completing and returning one copy of the Form of Offer and Acceptance before the expiry of the validity period stated in the Tender Data, or agreed additional period. Providing the Form of Offer and Acceptance does not contain any qualifying statements, it will constitute the formation of a contract between the Procuring Entity and the successful tenderer as described in the Form of Offer and Acceptance.

Notice to unsuccessful tenderers

3.24 After the successful tenderer has acknowledged the Procuring Entity's notice of acceptance, notify other tenderers that their tender offers have not been successful.

Prepare contract documents

3.25 If necessary, revise documents that will form part of the contract and were issued by the Procuring Entity as part of the tender documents to take account of:

- addenda issued during the tender period,
- inclusion of some of the Returnable Documents,
- other revisions agreed between the Procuring Entity and the successful tenderer, and
- the Schedule of Deviations attached to the Form of Offer and Acceptance.

Issue final contract

3.26 Prepare and issue the final draft of contract documents to the successful tenderer for acceptance as soon as possible after the date of the Procuring Entity's execution of the Form of Offer and Acceptance (including the Schedule of Deviations). Only those documents that the Conditions of Tender require the tenderer to submit, after acceptance by the Procuring Entity, will be included.

Provide copies of the contracts

3.27 Provide to the successful tenderer the number of copies stated in the **Tender Data** of the signed copy of the contract as soon as possible after completion and signing of the Form of Offer and Acceptance.

List of Returnable Documents

The tenderer must complete the following returnable documents:

1 Returnable Documents required for tender evaluation purposes

T2.2 GA	CERTIFICATE FOR AUTHORITY OF SIGNATORY
T2.2 GL	SPECIFIC EXPERIENCE OF TENDERER
T2.2 GM	DECLARATION FORM FOR TENDERING PURPOSES
T2.2 GX	MANUFACTURER'S AUTHORIZATION
T2.2 GK	CURRICULUM VITAE OF KEY PERSONNEL
T2.2 WD	MANAGEMENT PLAN
T2.2GH	QUALITY PLAN
C1.1	FORM OF OFFER AND ACCEPTANCE

2 Other documents required for tender evaluation purposes

- Valid tax clearance certificate or exemption thereof issued by BURS
- PPRA REGISTRATION Foreign companies must be in possession of documentation defining the constitution or legal status, place of registration and principal place of Business.

3 Returnable Documents that will be incorporated into the contract

T2.2 GK	CURRICULUM VITAE OF KEY PERSONNEL
T2.2 GA	CERTIFICATE OF AUTHORITY OF SIGNATORY
T2.2 GL	SPECIFIC EXPERIENCE OF TENDERER
T2.2 GM	DECLARATION FORM FOR TENDERING PURPOSES
T2.2 GX	MANUFACTURER'S AUTHORIZATION
T2.2 GH	QUALITY PLAN
T2.2 WD	MANAGEMENT PLAN
C1.1	FORM OF OFFER AND ACCEPTANCE

4 Other returnable documents that will be incorporated into the contract

- 5 Contract Data provided by the provider
- 6 Pricing instructions

Indicate the status of the tenderer by ticking the appropriate box hereunder. The tenderer must complete the certificate set out below for the relevant category.

A COMPANY	B PARTNERSHIP	C JOINT VENTURE	D SOLE PROPRIETOR	E OTHER

A. Certificate for company

I, _____, authorised representative of _____
_____, hereby confirm that by resolution of the board
Mr/Ms _____, acting in the capacity of _____
_____, was authorised to sign all documents in connection with this tender offer and any
contract resulting from it on behalf of the company.

B. Certificate for partnership

We, the undersigned, being the key partners in the business trading as _____
_____ hereby authorise Mr/Ms _____, acting in
the capacity of _____, to sign all documents in connection with the
tender offer for Contract _____ and any contract resulting from it on
our behalf.

NAME	ADDRESS	SIGNATURE	DATE

NOTE: This certificate is to be completed and signed by all of the partners. Attach additional pages if more space is required.

Furthermore we attach to this Schedule a copy of the partnership agreement which incorporates a statement that all partners are liable jointly and severally for the execution of the contract and that the lead partner is authorised to incur liabilities, receive instructions and payments and be responsible for the entire execution of the contract for and on behalf of any and all partners.

C. Certificate for Joint Venture

We, the undersigned, are submitting this tender offer in Joint Venture and hereby authorise Mr/Ms _____, an authorised signatory of the company _____, acting in the capacity of lead partner, to sign all documents in connection with the tender offer for Contract _____ and any contract resulting from it on our behalf.

This authorisation is evidenced by the attached power of attorney signed by legally authorised signatories of all the partners to the Joint Venture.

Furthermore we attach to this Schedule a copy of the joint venture agreement which incorporates a statement that all partners are liable jointly and severally for the execution of the contract and that the lead partner is authorised to incur liabilities, receive instructions and payments and be responsible for the entire execution of the contract for and on behalf of any and all the partners.

NAME OF FIRM	ADDRESS	AUTHORISING SIGNATURE, NAME & CAPACITY
Lead partner		

D. Certificate for sole proprietor.

I, _____, hereby confirm that I am the sole owner
of the business trading as _____.

E. Certificate for other.

I, _____, hereby confirm that I am _____
of the business trading as _____.

THUS SIGNED AND SWORN TO BEFORE ME COMMISSIONER OF OATHS AT
_____ ON THIS _____ DAY OF _____ 20____, AT ____AM / PM, THE
DEPONENT HAVING ACKNOWLEDGED THAT HE KNOWS AND UNDERSTANDS THE CONTENTS
OF THIS DECLARATION AND THAT IT IS BINDING ON HIS CONSCIENCE.

COMMISSIONER OF OATHS

CAPACITY:

Note to tenderers: Please provide details of your quality plan here. Alternatively, you may attach a copy of your quality plan.

Note to tenderers: Please provide details of your CV here. Alternatively, you may attach a signed copy of your CV. Tenderers must include details of actual team members that will be deployed on site to perform the work not simply their company management personnel

Name:

Date of Birth:

Profession:

Nationality:

Current Position:

Years with the firm:

Qualification and Experience:Education:

Professional Membership

Experience RecordLanguages:

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this data correctly describes me, my qualifications and my experience.

[Signature of CV owner]

Date: _____

1. We have performed the following volume of Services during the last three years:

Last Year: _____

Last but one Year: _____

Last but two Year: _____

2. The following is a statement of similar contracts successfully executed by myself/ourselves during the last five years:

Procuring Entity, contact person and telephone number.	Description of contract	Value of work	Date completed

Signed

Date

Name

Position

Tenderer

Botswana Savings Bank	TENDER RETURNABLE DOCUMENT	T2.2 GM DECLARATION FORM FOR TENDERING PURPOSES
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Declaration to establish that Directors, shareholders, partners, members have not participated through any other bid for the same tender.

PART A

I, _____ (full name), in my capacity as _____ (state position in Entity)

hereby declare that on my behalf, and on behalf of the owners, partners / directors/ shareholders /administrators and/or Other (Please specify) _____

of:

_____ (name of Entity)

of:

_____ (Postal/physical address)

that, in connection with the enclosed tender,

All information contained herein is true and not misleading, and it is to the best of my knowledge factual and binding on the Entity and/or its Representatives. I state that the (State Name of Entity) _____ and/or its representatives confirm that they have not, through other entities, participated in the same tender and offer the same products in response to the same items.

NOTE THAT: In the case of competing franchises, the franchises may bid for the same item but with different products. Item means the commodity required by the procuring entity indicated in the ITT. Product means the commodity offered by the bidder.

I declare and confirm that the Entity and/or its Representatives have in fact not participated in the same tender and offered the same products in response to the same items, through any other registered company or other entity. I hereby provide a current list of Directors/ Administrators/ Partners/ Members and/or Shareholders for the Company/Partnership/ Society/Joint Venture/ Private Foundation/Statutory Body and/or other (Please specify) _____

	<i>DIRECTORS/MEMBERS/ PARTNERS NAME and/OR Other (Please Specify).....</i>	<i>CAPACITY IN ENTITY</i>	<i>NATIONALITY</i>	<i>PERCENTAGE OF SHAREHOLDING</i>
1				
2				
3				
4				
5				
6				
7				

	SHAREHOLDERS NAME	NATIONALITY	PERCENTAGE OF SHAREHOLDING
1			
2			
3			
4			
5			
6			
7			

If more space is required attach additional sheet. Note that Public companies should state which stock exchange the company is listed under.

I further acknowledge that should any of the directors, partners, and shareholders, members/administrators /(others please specify) be found to be associated in a similar or other manner in another company/entity, participating in this tender and offering the same products in response to the same items, this shall disqualify this Company/Partnership/ *Society*/Joint Venture/ Private Foundation/Statutory Body, and whichever company or other entity the said director/partner/shareholder/member and/or administrator is consequently involved in.

I further acknowledge that should the Company /Partnership/ *Society*/Joint Venture/ Private Foundation/ Statutory Body or any of its affiliates or subsidiaries be found to have participated in the same tender and offered the same products in response to the same items, the said Company/Partnership/ *Society*/Joint Venture/ Private Foundation/Statutory Body/(others please specify) and its affiliates and/or subsidiaries shall be disqualified.

The Company/Partnership/ *Society*/Joint Venture/ Private Foundation/ Statutory Body/(others please specify), through its agents, employees or directors has not illegally communicated with any member of the procuring department or the Public Procurement Regulatory Authority, except as may be permitted in the relevant "instructions to tenderers" or by law.

The Company/Partnership/ *Society*/Joint Venture/ Private Foundation/Statutory Body/(others please specify), through its agents, employees, partners, members, administrators and/or directors has not paid or offered to pay any consideration, favour or promise to any member of the procuring department or any person employed by or associated with Public Procurement Regulatory Authority (PPRA) or its Committees.

I declare that this tender is submitted by us in our own right and we have not colluded in any way with any other /potential tenderer in the production and submission of this tender other than in the establishment of a joint venture or sub-contractor arrangement as fully and correctly declared in the tender.

I acknowledge that if after the award of this tender any of these declarations are found to be false then any contract(s) between ourselves and the procuring department and/or PPRA shall be terminated forthwith and we may be barred from future tendering for government services and liable to possible prosecution.

I confirm that our entity has undertaken not to collude to withdraw from a tender award, only for the reason that an unsuccessful bidder be awarded the tender. I confirm further that the entity has undertaken not to engage in frivolous complaints and litigation that frustrates project implementation.

SIGNED: NAME:

DATED:.....

.....
Entity
Stamp

PART B

- 1. Declaration to establish Eligibility for Reservation and Price Preferences for 100% Citizen Owned Contractor / Companies and other Entities.
- 2. The declaration shall be signed by all Businesses tendering for reserved contracts and contracts subject to preferences, as a condition of each tender.
- 3. The 100% citizenship requirements for shareholders, etc contained therein shall not withstand any previous consents and practice, be precondition for the award of any reserved tender.

Definition

- 4. The following definitions shall apply to this declaration:

100% Citizen Owned Contractor / Company: a natural person or an incorporated company wholly owned and controlled by persons who are citizens of Botswana.

Control: the possession and exercise of legal authority and power to manage the assets, goodwill and daily operations of a business and the active and continuous exercise of managerial and financial authority and power in determining the policies and directing the operations of the business.

Net Amount: the financial value of the Contract at the time of the award of the Contract, exclusive of sales tax which the law requires the Employer to pay to the Contractor.

Owned: Having all the customary incidents of ownership, including the right of disposition, and sharing in all the risks and profits commensurate with the degree of ownership interest or shareholding as demonstrated by an examination of the substance as well as the form of ownership arrangements

5. The company operates banking and savings accounts, the only authorised signatories are:

i.
.....
(Bank Name and Name of signatory) (Omang No.
/Passport)

ii.
.....
(Bank Name and Name of signatory) (Omang No.
/Passport)

ii.
.....
(Bank Name and Name of signatory) (Omang No.
/Passport)

iv.
.....
(Bank Name and Name of signatory) (Omang No.
/Passport)

6. Undertakings

The Tenderer confirms that it is a 100% Citizen owned contractor/company and undertakes to remain a Citizen Contractor for the duration of the Contract. The Tenderer further undertakes not to subcontract more than 25% of the Net Amount to non-Citizen Contractors in the performance of the Contract.

7. Sanctions relating to reserved treatment

Any changes in Ownership or Control which violate the definition of a Citizen Contractor or the subcontracting of more than 25% of the Net Amount of the Contract to non-Citizen Contractors shall be sufficient reason for the Procuring Department to terminate the Contract.

8. All the shareholders of(Name of company) have read this declaration and agree to its contents.

- a) All the shareholders hereby give consent verification of the information provided above and understand that this may include but not limited to the verification of assets, liabilities, accounts, bonds and undertake to notify the competent authorities of any change to the information provided in this Declaration within seven days of such occurrence.
- b) I understand and declare that each matter here deposed to is essential for the tender validity of (Name of company)'s

NB: The Procuring Entity reserves the right to confirm the authenticity of the information provided above.

THUS SIGNED AND SWORN TO BEFORE ME COMMISSIONER OF OATHS AT _____ ON THIS _____ DAY OF _____ 20____, AT ____AM / PM, THE DEPONENT HAVING ACKNOWLEDGED THAT HE KNOWS AND UNDERSTANDS THE CONTENTS OF THIS DECLARATION AND THAT IT IS BINDING ON HIS CONSCIENCE.

COMMISSIONER OF OATHS

CAPACITY:

The Tenderer shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Manufacturers Authorization is only required for complex high value supplies and the Tenderer shall include it in its tender, if so indicated in the Tender Data.]

Brief description of Supply The Provision of a Software-Defined Wide Area Network (SD WAN) Solution to Botswana Savings Bank

To: *[insert complete name of Procuring Entity]*

WHEREAS

We *[insert complete name of Manufacturer]*, who are official manufacturers of *[insert type of supplies manufactured]*, having factories at *[insert full address of Manufacturer's factories]*, do hereby authorize *[insert complete name of Tenderer]* to submit a tender the purpose of which is to provide the following Supplies, manufactured by us *[insert name and or brief description of the Supplies]*, and to subsequently negotiate and sign the Contract.

We hereby extend our full guarantee and warranty in accordance with Clause 5 of the General Conditions for Supplies Contract, with respect to the Supplies offered by the above firm.

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert title]*

Signature(s) *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name (print) *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Capacity

Address of Manufacturer

Date

Botswana Savings Bank	RETURNABLE DOCUMENTS TENDER SCHEDULES	T2.2 WD MANAGEMENT PLAN
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Note to tenderers: Please describe the management arrangements for the work in this contract. You are requested to include:

1. An organisation chart showing on-site and off-site management personnel
2. CV's for people proposed for all identified posts.
3. Details of the location (and functions) of offices from which the work will be managed.
4. Details of the experience of the staff who will be working on the project with respect to
 - Working with the chosen form of contract.
 - (Insert other experience that is important for the contractor's staff to have)

If staff experience of these matters is limited, an indication of relevant training that they have attended would be helpful.

5. An explanation of how you propose to allocate adequate resources to enable you to comply with the requirements and prohibitions imposed on you by or under the statutory provisions relating to health and safety.

Summary of items attached to this schedule:

Botswana Savings Bank	CONTRACT
-----------------------	----------

THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO BOTSWANA SAVINGS BANK	
CONTRACT	
PART 1: AGREEMENTS AND CONTRACT DATA	
C1.1 Form of Offer and Acceptance C1.2 General Conditions for Services Contract C1.3 Special Conditions of Contract	
PART 2: PRICING DATA	
C2.1 Pricing Instructions - Activity Schedule / Price Schedules	
PART 3: SCOPE OF WORK	
C3 Scope of work	

Botswana Savings Bank	CONTRACT PART 1 AGREEMENTS & CONTRACT DATA	C1.1 FORM OF OFFER AND ACCEPTANCE
-----------------------	--	--------------------------------------

Offer

The Procuring Entity, Botswana Savings Bank of P O Box 1150, Gaborone, has solicited offers to enter into a contract for the procurement of:

THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO BOTSWANA SAVINGS BANK

The tenderer, identified in the signature block below, has examined the documents listed in the Tender Data and addenda thereto as listed in the Tender Schedules, and by submitting this Offer has accepted the Conditions of Tender.

By attaching the signature of a duly authorised representative to this part of this Form of Offer and Acceptance, the tenderer offers to perform all of the obligations and liabilities of the Service Provider under the Contract including compliance with all its terms and conditions according to their true intent and meaning for an amount to be determined in accordance with the Conditions of Contract identified in the Contract Data.

<p>The total of the amount tendered is _____</p> <p>_____ Pula, (in words); P_____</p> <p>__ (in figures). (Not applicable for rate only contracts)</p>

This Offer, of which the tenderer has one originals, may be accepted by the Procuring Entity by signing the form of Acceptance overleaf and returning one fully executed original of this document including the Schedule of Deviations (if any) to the tenderer before the end of the period of validity stated in the Tender Data, whereupon the tenderer becomes the party named as the Service Provider in the Conditions of Contract identified in the Contract Data.

For the tenderer:

Signature(s)

Name(s)

Capacity

(Insert name and address of organisation)

Name &
signature
of witness

Date

Acceptance

By attaching the signature of a duly authorised representative to this part of this Form of Offer and Acceptance, the Procuring Entity accepts the tenderer's Offer. In consideration thereof, the Procuring Entity shall pay the Service Provider the amount due in accordance with the Conditions of Contract identified in the Contract Data. Acceptance of the tenderer's Offer shall form an Agreement between the Procuring Entity and the tenderer upon the terms and conditions contained in this Agreement and in the Contract that is the subject of this Agreement.

The terms of the Contract, are contained in:

Part 1 Agreements and Contract Data, (which includes this Form of Offer and Acceptance)

The following Appendices: [*Note: If any of these Appendices are not used, the words "Not Used" should be inserted below next to the title of the Appendix and on the sheet attached hereto carrying the title of that Appendix.*]

Appendix A: Description of the Services

Appendix B: Schedule of Reporting Requirements

Appendix C: Key Personnel and Subcontractors

Appendix D: Breakdown of Contract Price in Foreign Currency

Appendix E: Breakdown of Contract Price in Pula

Appendix F: Services and Facilities Provided by the Procuring Entity

Part 2 Pricing Data

Part 3 Scope of Work

and drawings and documents (or parts thereof), which may be incorporated by reference into the above listed Parts.

Deviations from and amendments to the documents listed in the Tender Data and any addenda thereto listed in the Tender Schedules as well as any changes to the terms of the Offer agreed by the tenderer and the Procuring Entity during this process of Offer and Acceptance, are contained in the Schedule of Deviations attached to and forming part of this Form of Offer and Acceptance. No amendments to or deviations from said documents are valid unless contained in this Schedule, which must be signed by the duly authorised representative(s) for both parties.

The tenderer shall within one week of receiving a fully executed original of this Agreement, including the Schedule of Deviations (if any), contact the Procuring Entity's agent (whose details are given in the Contract Data) to arrange the delivery of any securities, bonds, guarantees, proof of insurance and any other documentation to be provided in terms of the Conditions of Contract identified in the Contract Data at, or just after, the date this Agreement comes into effect. Failure to fulfil any of these obligations in accordance with those terms shall constitute a repudiation of this Agreement.

Notwithstanding anything contained herein, this Agreement comes into effect on the date when the tenderer receives one fully executed original of this document, including the Schedule of Deviations (if any). Unless the tenderer (now Service Provider) within five days of the date of such receipt notifies the Procuring Entity in writing of any reason why he cannot accept the contents of this Form of Offer and Acceptance, this Agreement shall constitute a binding contract between the Parties.

For the Procuring Entity

Signature(s)

Name(s)

Capacity

(Insert name and address of organisation)

Name &
signature
of witness

Date

Note: If tenderer wishes to submit alternative tender offers, further copies of this document may be used for that purpose, duly endorsed, 'Alternative Tender No. ____ '

(Suggested format, to be completed by the Procuring Entity prior to award of contract)

Schedule of Deviations

Note:

1. The extent of deviations from the tender documents issued by the Procuring Entity prior to the tender closing date is limited to those permitted in terms of the Conditions of Tender.
2. In the event of conflict between the contents of this Schedule of Deviations and any other list or record of tender stage amendments or addenda, this Schedule shall take precedence.

1 Subject _____

Details _____

2 Subject _____

Details _____

3 Subject _____
Details _____

4 Subject _____
Details _____

5 Subject _____
Details _____

6 Subject _____
Details _____

By affixing the signatures of the duly authorised representatives below, the Procuring Entity and the tenderer both agree to and accept the foregoing Schedule of Deviations as the only deviations from and amendments to the documents listed in the Tender Data and any addenda thereto listed in the Tender Schedules, as well as any changes to the terms of the Offer agreed by the tenderer and the Procuring Entity during this process of Offer and Acceptance.

It is expressly agreed that no information, documentation or communication not listed in the

Signature(s)

Name(s)

Capacity

(Insert name and address of organisation)

Name &
signature
of witness

Date

Schedule of Deviations shall have any meaning or effect in the contract between the parties arising from this Agreement.

For the tenderer:

For the Procuring Entity

Signature(s)

Name(s)

Capacity

(Insert name and address of organisation)

Name &
signature
of witness

Date

Title of the Contract _____

Name and address of Beneficiary
(whom the contract defines as the
Procuring Entity) _____

We have been informed that _____ (hereinafter called the "Principal") is your contractor under such Contract, which requires him to obtain a performance security.

At the request of the Principal, we (*name of bank*) _____ hereby irrevocably undertake to pay you, the Beneficiary/Procuring Entity, any sum or sums not exceeding in total the amount of _____ (the "guaranteed amount", say: _____) upon receipt by us of your demand in writing and your written statement stating:

- (a) that the Principal is in breach of his obligation(s) under the Contract, and
- (b) the respect in which the Principal is in breach.

Any demand for payment must contain your minister's signature which must be authenticated by your bankers or by a notary public. The authenticated demand and statement must be received by us at this office on or before (*the date 70 days after the expected expiry of the period for notifying defects*) _____ (the "expiry date"), when this guarantee shall expire and shall be returned to us.

We have been informed that the Beneficiary may require the Principal to extend this guarantee if the Principal has not completed his obligations under the Contract by the date 28 days prior to such expiry date. We undertake to pay you such guaranteed amount upon receipt by us, within such period of 28 days, of your demand in writing and your written statement that the Principal has not completed his obligations under the Contract, for reasons attributable to the Principal, and that this guarantee has not been extended.

This guarantee shall be governed by the laws of Botswana subject to the jurisdiction of the courts of Botswana and shall be subject to the Uniform Rules for Demand Guarantees, published as number 758 by the International Chamber of Commerce, except as stated above.

Date _____ Signature(s) _____

PRICE

- The unit price shall be quoted as Delivery Duty Paid, Gaborone Botswana, Plot 53796 Tshomarelo House, Kagiso Mall inclusive of the cost of Packaging, Insurance, Transportation, Labour costs, Material costs and Overheads and the net all discount being allowed.

CURRENCY

- Bidders are required to express the price of their services in **Botswana Pula only**.

VALUE ADDED TAX (VAT)

- All prices shall be exclusive of VAT except on the grand total.
- Proof of VAT registration shall be submitted by VAT registered Bidder.
- VAT exclusion on the Grand Total by VAT registered Bidder shall render the bid non-compliant and not fit for consideration for award.

PRICE VARIATION

In the event the insurer incurs increased costs in the execution of the contract by reason of any or all the following, a price increase may be considered;

- An increase by reason of any statute enactment or regulation having the force of law and applicable to the traders concerned and binding on or effecting the contract and which could not have been foreseen at the date of tender.
- In the event of the contractor incurring increased costs in the execution of the contract by reason of any or all the following, a price increase may be considered.
- Prices may be increased by the consumer price index after 12 months of the contract as will be approved by Botswana Savings Bank.

Bidders shall provide Total Supply Cost breakdown, including all expenses. Cost must include VAT (Value Added Tax), withholding tax where applicable. Sufficient breakdown should be given to allow evaluation of all key components.

NB: Failure to comply to any of the following Pricing instructions shall render the bid non-compliant and therefore a disqualification.

THE PROVISION OF A SOFTWARE-DEFINED WIDE AREA NETWORK (SD WAN) SOLUTION TO BOTSWANA SAVINGS BANK

1. SCOPE OF SERVICES

1.1 Organisation Strategic Objective

BSB intends to select a preferred bidder for the implementation of SDWAN solution to enhance its end-user experience by providing high availability to all BSB branch offices (remote sites) locations. By implementing the latest technologies (hardware and software) will ensure the BSB network and voice services are aligned to its five (5) year strategy. The dynamic environment in which BSB operates may require flexibility in relation to growth, in which the preferred bidder will be required to accommodate for movements, additions and changes on a national scale. The BSB network environment is becoming increasingly centralized and therefore reliable MPLS VPN network connectivity between sites and the Head Office is required in order to maintain high levels of system availability. In line with its strategic objectives BSB endeavours to reach under serviced areas (rural areas) by increasing its delivery network. This objective demands an agile service provider with an extensive experience and solutions that are capable of offering flexible connectivity options (fibre, copper, radio, 4G, 5G). The preferred requirement would be that all offices must have a last-mile fibre link where possible.

The MPLS represents a high cost to the BSB ICT&MIS annual budget therefore BSB is exploring lower cost circuits, without comprising optimal network availability for the BSB locations. A fibre link connection must be explored for all the BSB branch offices. BSB core objectives would include:

- Obtain a comprehensive quote (clear and unambiguous) from bidders in terms of their ability to support the delivery of the solutions and specifically the realisation of the objectives and expected benefits as stated in later sections of this document.
- Reduction in cost including the cost of WAN and VoIP services, network, equipment and resourcing costs associated with configuration and management.
- Gain an enhanced view on management and visibility of the BSB network
- Improved security that ensures the confidentiality, integrity and availability of the BSB information and systems
- Identify opportunities for increased network performance and availability which includes a technology refresh over the contract period
- Identify opportunities for faster and easier provisioning and configuration

1.2 Technical Specifications

BSB is looking for systematic approach in addressing the required improvements as listed in the objectives above. The proposed solution in response to BSB's specific situation should be guided by best practice, industry trends and key architecture principles.

1.2.1 Service Level Agreement (SLA)

- All services to be delivered as per timelines mutually defined and agreed by BSB and the preferred bidder. This will include the management of 3rd party vendors.
- The successful bidder will ensure support (24 hours every day x 365 days in each year) for any issue related to availability and accessibility.
- The successful bidder would be solely responsible for any defect in the solution(s).
- Service Uptimes per location - The successful bidder will be required to adhere to the service levels outlined in the table below, which contains the classification of Service Levels by priority and location type.

Service Level Type	Time to Respond	Time to Resolve	Target Uptime	Maximum Monthly Downtime	Typical BSB Locations
Priority 1	15 mins	2 hours	99.99%	2 hours	BSB Head Office BSB Disaster Recovery site
Priority 2	20 mins	3 hours	99.95%	3 hours	BSB office internet breakout
Priority 3	20 mins	3 hours	99.90%	4 hours	BSB branch offices BSB branch office local internet breakout

1.2.2 Solution Implementation Roadmap

The bidder needs to supply a converged scalable network with a view of delivering on future services (technology refresh) that will reduce costs, increase security and promote high availability.

➤ Governance deliverables

- Detailed Project Plan including milestones and project phases
- Risk Management Plan that will address risks associated with scope, quality, schedule and cost.
- Clear and proven Project Management methodology (e.g. Agile, PRINCE 2).
- Project Execution Plans detailing the execution and monitoring of the project
- Project Acquisition Plan describing the acquisition of materials, goods and enabling system services supplied
- Project Quality Plan that describes the quality criteria of the project deliverables
- Project Requirements and Change Control Plan
- Project Communications and Change Management Plan
- Project Resource Plan that describes the key resources who will be assigned to the project including the Project manager and Project manager's certification.
- A Service Transition Plan to ensure that there are no disruptions during the changeover phase between service providers if applicable covering a maximum period of eight (8) weeks
- Change control processes and roll-back plans.

- Service continuity obligation to provide support for the smooth transition to new network.
- **Technical deliverables**
 - The Software Defined Wide Area Network (SD-WAN) solution which connects the BSB sites and the Head Office should be made up of links of different sizes and speeds according to the business requirements of each site.
 - Bidders are required to set up the WAN network localized at each BSB site as per to provide connectivity to BSB Head Office (Broadhurst, Gaborone) and Disaster Recovery site (BTC Senthaga, Kgale) of BSB through the MPLS & broadband link with SD WAN Technology at optimal speeds.
 - **Internet Services**
A 100Mbps internet breakout at BSB Head Office shall be maintained and this link will be primarily used by BSB Head Office staff and services. Internet traffic from the national BSB sites should be transported via local PE (Provider Edge) routers (shortest path) to the Internet and not via the core MPLS link.
 - **Security**
 - a) All routers/firewalls including the Internet breakout router/firewall should have the ability to be remotely managed and also export data to the BSB management tools.
 - b) Connectivity devices' operating systems must be patched regularly to the latest versions as per software releases.
 - c) Router/firewall information and configurations must be made available for audit purposes and BSB or any third party appointed to audit BSB's network security.
 - d) BSB will supply the successful bidder a set of rules for the initial configuration of the firewall and all routers, and further change requests will be logged via the successful bidder's Service Desk.
 - e) Bidders must be able to promptly submit proof of security vetting of their key personnel who will be working on the MPLS Infrastructure supplied by the bidder when requested and ensure that such clearance is maintained.
 - f) Bidders must also maintain a sufficient number of technically certified and security cleared personnel to supply the necessary MPLS network services.
 - **The proposed SD-WAN solution should have the following minimum features:**
 - a) Application Identification and Control - 5000+ application signatures, first packet Identification, deep packet inspection, custom application signatures, SSL decryption, TLS1.3 with mandated ciphers, and deep inspection
 - b) SD-WAN (Application aware traffic control) - Granular application policies, application SLA based path selection, dynamic bandwidth measurement of SD-WAN paths, active/active and active/standby forwarding, overlay support for encrypted transport, Application session-based steering, probe-based SLA measurements

- c) Advanced SD-WAN (WAN remediation) - Forward Error Correction (FEC) for packet loss compensation, packet duplication for best real-time application performance, Active Directory integration for user based SD-WAN steering policies, per packet link aggregation with packet distribution across aggregate members
- d) SD-WAN deployment - Flexible deployment – hub-to-spoke (partial mesh), spoke-to-spoke (full mesh), multi-WAN transport support
- e) SASE - Secure remote users/branches to private applications (Secure Private Access) by establishing IPsec tunnels from SASE PoP to multiple SD-WAN Hubs
- f) QoS - Traffic shaping based on bandwidth limits per application and WAN link, rate limits per application and WAN link, prioritize application traffic per WAN link, mark/remark DSCP bits for influencing traffic QoS on egress devices, application steering based on ToS marking
- g) Advanced Routing (IPv4/IPv6) - Static routing, Internal Gateway (iBGP, OSPF v2/v3 , RIP v2), External Gateway(eBGP), VRF, route redistribution, route leaking, BGP confederation, router reflectors, summarization and route-aggregation, route asymmetry
- h) VPN/Overlay - Site-to-site ADVPN – dynamic VPN tunnels, policy-based VPN, IKEv1, IKEv2, DPD, PFS, ESP and ESP-HMAC support, symmetric cipher support (IKE/ESP): AES-128 and AES-256 modes: CBC, CNTR, XCBC, GCM, Pre-shared and PKI authentication with RSA certificates, Diffie-Hellman key exchange (Group 1, 2, 5, 14 through 21 and 27 through 32), MD5, and SHA-based HMAC
- i) Advanced Networking - DHCP v4/v6, DNS, NAT – source, destination, static NAT, destination NAT, PAT, NAT, Full IPv4/v6 support
- j) On-prem Security - Next Generation Firewall with threat intelligence – SSL inspection, application control, Intrusion prevention, antivirus, web filtering, DLP, and advanced threat protection. Segmentation – micro, macro, single task VDOM, multi VDOM, ZTNA application gateway
- k) Cloud-delivered Security - Universal zero-trust network access (ZTNA), next-generation dual-mode cloud access security broker (CASB), Firewall-as-a-Service (FWaaS), secure SD-WAN integration, and holistic visibility (apps, threats, sessions, policies)
- l) Centralized Management and Provisioning - zero touch provisioning, centralized configuration, change management, dashboard, application policies, QoS, security policies, application specific SLA, active probe configuration, RBAC, multi-tenant.
- m) Cloud Orchestration - Single Sign-on portal to manage devices and SD-WAN, Cloud-based network management to streamline provisioning and management, extensive automation-enabled management of devices

- n) Enhanced Analytics - Bandwidth consumption, SLA metrics – jitter, packet loss, and latency, real-time monitoring, filter based on time slot, WAN link SLA reports, per-application session usage, threat information - malware signature, malware domain or URL, infected host, threat level, malware category, indicator of compromise
- o) Cloud On-ramp - Cloud integration – AWS, Azure, Alibaba, Oracle, Google. AWS – transit, direct and VPC connectivity, transit gateways, Azure – Virtual WAN connectivity, Oracle – OCI connectivity
- p) Redundancy/High-availability - dual device HA – primary and backup, bypass interface, interface redundancy, redundant power supplies
- q) Integration - RESTful API/Ansible for configuration, zero touch provisioning, reporting, and third-party integration
- r) Virtual environments - VMware ESXi v5.5 / v6.0 / v6.5/ v6.7, VMware NSX-T v2.3, Microsoft Hyper-V Server 2008 R2 / 2012 / 2012 R2 / 2016, Citrix Xen XenServer v5.6 sp2, v6.0, v6.2 and later, Open source Xen v3.4.3, v4.1 and later, KVM qemu 0.12.1 & libvirt 0.10.2 and later for Red Hat Enterprise Linux / CentOS 6.4 and later / Ubuntu 16.04 LTS (generic kernel) ,KVM qemu 2.3.1 for SuSE Linux Enterprise Server 12 SP1 LTSS, Nutanix AHV (AOS 5.10, Prism Central 5.10), Cisco Cloud Services Platform 2100
- s) Built-in Variants - POE, LTE, WiFi, ADSL/VDSL

Note the above is showing minimum requirements that bidders should at least comply to. The equipment Brochures will be used to confirm the specifications. Bidders who are in total non-conformance to the above will not be considered despite passing the technical stage.

